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DETROIT

A National Newspaper for Every Branch of the Industry

Automotive Daily News

★CARS★ SHOP EQUIPMENT TRUCKS ★★AVIATION★★ PARTS ACCESSORIES ★TIRES★

Vol. 10. No. 1225 — Entered as second-class matter Aug. 27, 1925, Post Office, N. Y., N. Y., Under Act of March 3, 1879. — NEW YORK, FRIDAY, JUNE 6, 1930 — 10 Cents. $12 Per Year

CAR MAKERS SET SUMMER SCHEDULES

New Car Sales in South Continue Gains in April; Four Months' Decline 21%

Two States Show Increases Over First One-Third Of 1929 and Eight Out of Ten Report Uptrend Over March

NEW YORK, June 5.—Eight out of the first ten of the Southern states to report new car registrations for April showed increases in sales over the preceding month, according to records of The Automotive Daily News. This is an excellent record, as the sales peak comes earlier in the South than in other sections of the country, and very often more states show declines in April from March than increases.

Out of these ten states, the only large decline was in Missouri, and the sales in this state in April, 1929, showed a falling off from March. The only other decline from the preceding month was in Florida, where there was a drop of only a few units.

Aggregate sales of the ten states, however, due entirely to the large drop in Missouri showed a slight decline in April from March. The total April sales for the ten states was 47,096, as against 50,927 for the corresponding states and period a year ago, a decline of only about 7 per cent.

For the first four months of the year, the aggregate sales in the ten states showed a decline of 21 per cent. from the corresponding period of last year. This is in line with the average drop for the entire country. While the complete returns are not in, it is expected that the four months falling off in aggregate domestic sales will be around 21 to 24 per cent.

Outstanding among the records for the first four months are those of Florida and Alabama, where sales for the period exceeded those of the corresponding months last year. The gain in Florida was 2.6 per cent., and in Alabama, 7.4 per cent.

The decline in April from the corresponding month of last year was the largest sustained in any

(Continued on Page 2)

CHRYSLER SHIPMENTS IN MAY TOP APRIL

Detroit, June 5.—The Chrysler Corporation shipped 40,644 units in May, compared with 37,491 units in April. May shipments this year were 74 per cent. of the like month last year, the best relative showing this year to date, and comparing with April shipments which were 63 per cent. of April last year.

Factory shipments for the week ended May 31 exceeded the corresponding week last year, and continued improvement in retail demand for automobiles would be reflected in increased shipments from the factory as stocks of cars in dealers' hands are at a very low point compared with current rate of deliveries.

Deliveries to the public have been showing a consistent improvement and during the past two weeks have averaged 78 per cent. of last year, which is relatively the best showing made this year to date for a corresponding period.

Total May shipments this year exceeded shipments in May, 1928, by 1,040 cars.

Shipments of Plymouth cars were 14,077 in May, an increase of 5,205 over April, or 58 per cent., and De

(Continued on Page 2)

COKER F. CLARKSON DIES AFTER LONG ILLNESS

COKER E. CLARKSON

New York, June 5.—Coker F. Clarkson, pioneer automotive engineer and since 1909 secretary and general manager of the Society of Automotive Engineers, died at his home at Scarboro-on-Hudson, N. Y., yesterday, after a long illness. He was 60 years old, and the illness that proved fatal had kept him from attending the annual summer meeting

(Continued on page 2)

GOODYEAR CUTS PRICES ON TIRES; OTHERS ARE EXPECTED TO DO SAME

Akron, O., June 5.—Improved manufacturing methods and lower costs of raw materials permit a reduction in prices of Goodyear Tires, which will be passed on to the public, effective today, according to P. W. Litchfield, president of Goodyear Tire and Rubber Company. Other companies are expected to follow.

Prices of four-ply passenger car sizes will be reduced approximately 5 per cent. Tubes will carry a similar reduction. There will be only a slight reduction in the price of Goodyear heavy duty passenger car tires, while the Pathfinder heavy duty line will be increased in price in some sizes.

Mr. Litchfield stated: "This price change is in line with Goodyear's practice of passing along to the public the benefits of its savings in manufacturing and raw materials costs. It means that the tire buyer today can buy Goodyear tires at the lowest prices in the history of the industry.

TODAY

Sparks from Detroit .....Page 2
Editorial: Ford Rumors ...Page 4
Ask Us to Tell You .....Page 4
Wholesale News .....Page 5
Production, Engineering, Factory .....Page 11.

MERCHANDISING

Atlanta Ford Dealer Uses Military Tactics .....Page 7
Chevrolet Dealer Operates Used Car Department as Separate Unit .....Page 7

REFERENCE TABLES

Cumulative Commercial Car Registrations .....Page 6
Major Specifications and Mechanical Details of Commercial Cars .Pages 8-9-10

STEEL ORDERS SHOW NORMAL SEASONAL RECESSION; NEW MODELS EXPECTED EARLIER

Ford Output for June Is Placed at 180,000; Chevrolet Plans 100,000 Units In Current Month

Special from A. D. N. Detroit Bureau

DETROIT, June 5.—Reports being received from the steel mills indicate that the automotive industry is following its usual custom of reducing steel purchases for the mid-summer season, in preparing for the seasonal reduction in output.

There are some exceptions from this general rule, principally by companies which are going into production on new lines for announcement during the next few weeks.

It is understood here, though there has been no definite announcement, that the Ford Motor Company will shut down for two weeks during July for inventory. The Ford schedule for production during June is said to be somewhere around 180,000 vehicle units. Chevrolet is understood to be planning an output of around 100,000 for June, a reduction that is just about in keeping with the usual seasonal schedule.

While motor vehicle production in Detroit will be reduced during the next three months, the slackening will be simply the normal reduction due to the season. The heaviest production months of the year are now passed, and it normally would be fall before any important increase in automotive buying takes place.

Some observers here are inclined to believe that new car announcements this year will be made somewhat earlier than usual, and this may bring steel and other materials purchases some weeks before they normally would begin.

MUSKEGON-JACKSON MERGER COMPLETED

Detroit, June 5.—Consolidation plan of Muskegon Motor Specialties Company and Jackson Motor Shaft Company has been declared operative as substantially in excess of 66 2-3 per cent. of Jackson stock has been deposited under the plan.

Otto H. Schulz, president of Jackson Motor, was made vice-president and director of Muskegon Motor, and Charles Heuman, secretary and treasurer of Jackson, was made assistant secretary and assistant treasurer and a director. Paul T. Bollinger, Detroit, and Franklin B. Evans, Chicago, also were added to the board.

FORD WILL AID LABOR; EDSEL TO EXPAND DUTIES

Washington, June 5.—With a view to giving his attention to the improvement of labor conditions, Henry Ford has turned over production activities in the Ford Motor Company to his son, Edsel, according to a report circulated here today following a conference between Ford and Secretary of Labor Davis. Mr. Ford was a guest at the White House.

"It is my ambition to see the man draw higher pay and do less work and enjoy himself," said Mr. Ford.

Detroit, June 5.—Officials of the Ford company here refused to comment on the report from Washington that production activities would be turned over entirely to Edsel.

WHITE PROMOTES SYDNOR TO MANAGE COAST REGION

Cleveland, O., June 5.—J. L. Sydnor, for the past five years district manager for the White Company at Los Angeles, Cal., has been promoted to regional manager of the Pacific Coast, according to an announcement from the office of Vice-President G. A. Urquhart.

G. M. Stockholders Showing Steady Increase in Numbers

New York, June 5.—The total number of General Motors common and preferred stockholders for the second quarter of 1930 was 243,428, compared with 240,483 for the first quarter, according to announcement today.

There were 221,333 holders of common stock, and the balance of 22,095 represents holders of preferred and debenture stocks. These figures compare with 218,392 common stockholders and 22,091 preferred, for the first quarter of this year.

The total number of stockholders of both classes by quarters since 1917 follows—

Year	First Quarter	Second Quarter	Third Quarter	Fourth Quarter
1917	1,927	2,525	2,669	2,920
1918	3,918	3,737	3,615	4,739
1919	8,012	12,523	12,358	18,214
1920	24,148	26,136	31,029	36,894
1921	49,035	59,059	65,324	66,837
1922	70,504	72,665	71,331	65,665
1923	67,115	67,417	68,281	68,063
1924	70,009	71,381	69,428	66,097
1925	60,458	60,414	58,118	50,917
1926	54,851	53,097	47,805	50,369
1927	56,520	57,595	57,190	66,209
1928	72,986	70,399	71,682	71,185
1929	105,363	125,165	140,113	198,600
1930	240,483	*243,428		

*Preferred stockholders of record April 7, 1930, and common stockholders of record May 10, 1930.

July 2 Is Set for Debut Of American Austin Cars

BUTLER, Pa., June 5.—**Arthur J. Brandt, president of the American Austin Car Company, has come to Butler from Detroit, to remain until the plant has placed the first American Austin car on the market.**

President Brandt has fixed July 2 as the date for delivering bantam Austins to purchasers, and it is expected that the first national announcement will be made June 29.

More than 400 men are employed in the plant and more will be added as rapidly as they can be trained for the work, President Brandt says. He expects that the plant will complete in excess of 2,000 cars in June.

The estimate of production for July is in excess of 3,500 cars, and that of August is between 5,000 and 6,000. Several car loads of the first cars have been shipped to distant dealers for exhibition purposes and other shipments will go out soon.

President Brandt expresses his satisfaction at the success of the recent financing offerings of the company, and says that orders in excess of the 160,000 conditionally accepted are coming in large numbers. The problem is to get the plant into maximum production.

It is expected that the sales organization will be moved from Detroit within a month, and the accounting department will be moved within a few days. The office building connected with the plant is well equipped and commodious for the handling of all business departments of the company.

Hutchison of G. M. Returns

ROGER G. HUTCHISON, vice-president of General Motors Acceptance Corporation, returned on the Majestic this week from Europe, where he negotiated business for his firm. He was photographed with Mrs. Hutchison, who accompanied him

NEW CAR SALES SHOW INCREASES IN SOUTH

(Continued from Page 1)

month of the year thus far. This was to be expected, however, in view of the fact that sales in April, 1929, were unusually large for that time of year and not normal.

Following is a comparison of the April sales in the ten states with those of March this year:—

	April	March
Texas	12,690	11,979
Missouri	10,784	17,517
Virginia	4,856	4,562
Florida	2,915	2,985
North Carolina	3,370	3,086
Georgia	2,812	2,537
Louisiana	2,804	2,507
Alabama	2,878	2,364
Arkansas	2,310	1,992
South Carolina	1,677	1,398
Totals	47,096	50,927

Following are the April sales of the ten states, as compared with the corresponding month of last year, with the percentage of change shown:

	1930	1929	Pct. Chge.
Texas	12,690	26,718	—52
Missouri	10,784	15,909	—32
Virginia	4,856	5,560	—12
Florida	2,915	3,564	—18
North Carolina	3,370	6,649	—49
Georgia	2,812	4,057	—30
Louisiana	2,804	3,972	—29
Alabama	2,878	4,615	—37
Arkansas	2,310	2,927	—21
South Carolina	1,677	3,113	—46
Totals	47,096	77,084	—38

Following are the four months new car registrations in the ten Southern states that have reported April sales, as compared with the corresponding period of last year, with the percentage of change shown:—

	1930	1929	Pct. Chg.
Texas	49,911	70,417	—28.2
Missouri	45,139	50,009	— 9.7
Virginia	16,909	18,333	— 7.7
Florida	14,001	13,614	+ 2.6
N. Carolina	11,783	24,379	—51.6
Georgia	11,107	13,695	—18.1
Louisiana	10,571	12,955	—18.4
Alabama	10,437	9,716	+ 7.4
Arkansas	8,497	11,672	—27.2
S. Carolina	7,447	10,535	—29.3
Totals	185,802	235,325	—21.0

Classified Advertising

Classified Rates 5c Per Word

MANUFACTURERS' representative with a background of successful sales management and manufacturing experience desires additional account for Michigan and Northern Ohio, not conflicting with grey iron or die castings. Integrity, industry, and ability will stand thorough investigation. BOX NO. 810, Automotive Daily News, 427 Fisher Building, Detroit, Mich.

HIGHWAY CONFERENCE CHANGES SUGGESTIONS ON CAR LICENSE LAWS

New York, June 5.—The National Conference on Street and Highway Safety, meeting at Washington last week, unanimously adopted a change in recommended legislation under the Uniform Motor Vehicle Registration Act, providing that complete reciprocity in the use of license plates should be extended to all motor vehicles.

When the code was originally adopted in 1926 it recommended complete reciprocity for all motor vehicles except commercial vehicles operated over regular routes, for which thirty days' reciprocity was suggested. Reasons for extending complete reciprocity were presented by the National Automobile Chamber of Commerce.

A plan presented by the United States Bureau of Public Roads, recommending legislation permitting the state highway commission of each state to classify the area of the state as metropolitan, industrial or agricultural, and to designate therein the roads of major importance, and under this classification to grade the weights allowable upon motor vehicles, was also adopted. Maximum weights of 11,200 pounds per wheel are permitted on major highways in metropolitan areas and this weight is graded down to 8,000 pounds per wheel on secondary highways. These weights are further reduced for solid tired vehicles.

LA FRANCE-REPUBLIC'S MAY OUTPUT SHOWS GAIN

Alma, Mich., June 5.—The output of the La France-Republic Corporation here shows an increase of 100 per cent. during May, as compared with the same period in 1929, according to a statement issued by Vice-President F. D. Soper. From a production and sales standpoint, it was the biggest month of the year for the company, exceeding April by approximately 20 per cent.

"Not only have we doubled our production over last May, but we have also expanded our distributor organization materially during the past thirty days," states Mr. Soper. "The growth of our selling organization in the field I regard as the fundamental factor in our growth and progress, forming, as it does, the essential basis of an increased sales volume, and a more efficient and wide-pread system of La France-Republic service for our owners."

LISTS OF FLEET OWNERS

1,000 OWNING **100** OR MORE
17,000 OWNING **10** OR MORE
3,300 BUS FLEET OPERATORS

Showing in almost every case the names of the men who control or influence the automotive purchasing policies.

Separate lists for larger cities.

Fleet Owner List Co., 1817 B'way, N. Y.

SAMSON COMPLETES LOS ANGELES PLANT; ON 24-HOUR SHIFT

Los Angeles, June 5.—Following more than a year of building and machinery installation activities, the Samson Tire and Rubber Company has completed its factory and is now operating twenty-four hours a day, with three shifts.

The volume of sales demands the full production schedule, and this is taken to indicate a general improvement in conditions.

Work is being rushed on the interior of the six-story administration building, which is expected to be ready for occupancy by July.

When finished, the complete factory unit will be one of the largest in the West. Fronting almost a half mile on Telegraph Road, there are practically no windows on the road side, making an unusually attractive architectural sight. This also serves a utilitarian purpose, as it eliminates the destructive actinic rays, which are injurious in rubber manufacturing processes.

The manufacturing is conducted entirely on one floor and under a single expanse of roof, the largest west of the Mississippi River. The present daily capacity is 6,000 tires and 10,000 tubes. The capacity, however, can be increased to 10,000 tires and 20,000 tubes in the present building.

The Samson tract covers forty acres with space for an additional unit of the same size. The present building contains 400,000 square feet of floor space with two large warehouses at either end served by private trackage and to individual loading platforms.

Among the modern machinery installed are giant mixers, that supplant the older, slower process of milling.

COKER F. CLARKSON DIES AFTER LONG ILLNESS

(Continued from Page 1)

of the S. A. E. last week at French Lick, Ind.

Although Mr. Clarkson began his career as a lawyer, he became so interested in engineering in the automotive industry that he turned most of his attention to this field, where he became known as one of the country's leading authorities on automobiles.

Mr. Clarkson's transfer of his chief interests from the legal to the engineering profession came naturally. After practicing general law in New York for a few years around the turn of the century, he opened his own office as a technical, corporation and patent attorney. Then in 1905 he became assistant general manager of the Association of Licensed Automobile Manufacturers and secretary of the mechanical branch.

In 1909 he was chosen secretary and general manager of the Society of Automotive Engineers, a position he held until his death.

He was always active in editorial work, establishing and conducting the S. A. E. Bulletin and similar work. He edited four annual issues of the "Handbook of Gasoline Automobiles."

During the World War, Mr. Clarkson was associated with the Council of National Defense, of which Howard E. Coffin was chairman. He was also a member of the War Industries Board, of which his brother, Grosvenor Clarkson, was chairman, and a member of the International Aircraft Standards Board.

Mr. Clarkson was born in Iowa in 1870 and was graduated from the Harvard Law School in 1896, two years after having been graduated from Harvard College.

CHRYSLER SHIPMENTS IN MAY TOP APRIL

(Continued from Page 1)

39 per cent. ahead of April. Shipments of cars bearing the Chrysler name totaled 9,386 and the Dodge Soto May shipments of 6,347 were passenger cars 8,736. Of commercial vehicles Dodge shipped 1,806 and Fargo 292.

All divisions of the Chrysler Corporation delivered 9 per cent. more cars at retail in May than in April. The increase of Plymouth deliveries was 38 per cent. Field stocks in the hands of dealers of all divisions as of June 1 were more than 29 per cent. lower than on corresponding date last year.

SPARKS *from* DETROIT

Setting the Public Right

* * *

Johnson Wins Promotion

* * *

Ambassador Bridge Tolls Cut

Fred Kingsbury—Detroit Editor

THERE has been considerable comment among the automobile manufacturers and dealers in Detroit this week regarding an advertisement published in national periodicals by the United States Rubber Company, entitled "Salute to Motordom."

This message brings the significance and importance of the automobile in American industry to the attention of the general public. Most efforts in the past have been confined within the industry.

The advertisement was prepared at the instigation of a prominent automobile executive, who refuses to have his name divulged. This man felt that some effort should be made to counteract the impression existing in certain sections of the country that the automobile is responsible for the current business depression. The copy cites facts and figures, stressing the point that the automobile, instead of causing depression, is truly the bulwark of prosperity, a wealth creator, and an antidote for that very type of business sickness now laid against its door by certain industrial and financial leaders who formed an impression without having all the facts in hand.

* * *

Hugh A. Johnson has been appointed assistant chief engineer in charge of design engineering at the Olds Motor Works. The appointment is effective at once. Mr. Johnson has had twenty years experience in his field and formerly was with Hupmobile.

* * *

IT is costing people less money to motor to Canada these days. J. L. Fozard, vice-president and general manager of the Ambassador Bridge, connecting Detroit and Windsor, Ont., has just announced a reduction in tolls. The rate, in addition to applying to passenger vehicles, is effective for commercial cars.

* * *

THE University of Michigan will be host to the Michigan Manufacturers' Association on June 11. It is expected that representatives from most of the industries in this state will be present at the sessions.

* * *

Henry Ewald, president of the advertising company which bears his name, is an ardent golfer when he can find the time, and from his record must be a pretty good player. Up to this year he had two "hole-in-one" scores to his credit. Going out to the Bloomfield Hills course on Decoration Day he scored his third "hole-in-one." He is receiving the congratulations of his many friends.

* * *

AUTOMOBILES have been used for many purposes, but it remained for Stanley Zerambo, United States immigration inspector, to use a motor car to halt an airplane and capture two aliens who had been smuggled into this country via the air route.

Zerambo drove his automobile into the whirring propeller blades of the airplane, which had landed in a vacant lot near the city, as he saw the plane was about to take off.

We don't know which suffered the worst from the encounter—the automobile or the airplane.

* * *

DETROIT is going after airplane business and is boosting it to the limit. Already preparations are under way for an all-American aircraft show in 1930 and 1931. The present program calls for expansion of exhibition facilities and a large property adjoining the 270 airport is to be cleared and annexed by money already voted.

* * *

THE Great Lakes Steel Company, a subsidiary of the National Steel Company, is completing a new battery of open hearth furnaces at its new mill here. Construction of the $20,000,000 plant is proceeding on schedule and it is expected they will be ready to go into operation about August 1.

* * *

AUTOMOBILE manufacturers are evincing considerable interest in the amount of touring that will be done this season, the amount of money that will be spent by the tourists, and just what service will be given by the motor cars used. It is expected that some interesting figures will be arrived at this year.

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·FIRE·

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Koolmotor Oil is known as the oil with 5 Point Balance, because it excels in and retains the maximum benefits of each of the five tests of oil quality. That is why it gives the smoothest operation and greatest protection against repair expense of any oil you can recommend to your customers.

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Cities Service Oils & Gasolene

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

Published Every Day Except Sunday and Monday by
AUTOMOTIVE DAILY NEWS PUBLISHING CORPORATION,
350 Hudson St., New York, N. Y.
O. J. Elder, President. H. A. Tarantous, Vice-President. Alexander Johnston, Secretary.

Entered as second-class matter August 27, 1925, at the post office at New York, N. Y., under the Act of March 3, 1879.

Circulation—Net paid Average over 10,000 daily guaranteed.
Member A. B. C.

FRIDAY, JUNE 6, 1930

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Mail subscriptions to CIRCULATION DEPARTMENT—C. H. Wilson, Manager.

1926 Broadway, New York, N. Y. Telephone TRAfalgar 4500

Subscription Rates—One year, $12.00; two years, $20.00, for United States and Canada. To Foreign Countries—One year, $15.00; two years, $26.00. Single copies, 10 cents.

Ford Rumors

IT seems rather anomalous, though of course it really is not, that so stout a business man as Henry Ford should be the principal breeder of rumors in this country. Mr. Ford's important position in the financial structure of the country of course gives everything that he does a definite interest and causes the "hush, hush" boys to work overtime disseminating "inside information."

Just at the moment Wall Street, that ominous cavern of rumors, is filled with sotto voce stories of impending important doings by Henry Ford. The Ford company will shortly produce a six-cylinder car at about its present four-cylinder price. The Ford company will produce a small eight, lying in a class between the Model A and the Lincoln. The Ford company will introduce new six and eight-cylinder lines that will give dealers coverage in almost the entire price range. About the only rumor that hasn't appeared is a suggestion that Henry Ford intends to retire from business.

Most of these rumors seem to have been based on the fact that Packard announced a reduction in price on present models to clear the way for new lines. The rumor mongers seem to have figured that if Packard was reducing to get ready for new models, Ford's recent price cut must have the same object in view.

As a matter of fact it is very doubtful that Henry Ford will make any radical change from his successful Model A until the market seems to indicate a public demand for something different. There is not much indication of any such condition at the present time.

May Production and Sales

WHILE we have not as yet any definite figures on which to base comment, we have estimates on production in May that appear to be reasonably accurate. The industry's output in the month that has just passed into history was probably down a little from the level reached in April. Our estimates indicate that the total production for May was about 450,000 vehicle units, which compares with 466,000 units in April.

As regards sales we have still less definite information, but reliable reports seem to indicate that sales will be slightly above the level reached in April.

One of the outstanding developments of 1930 has been the drawing together of the production and sales curve. We have pointed out on numerous occasions that this is one of the healthiest signs that could be noted. It proves that the manufacturers are carefully regulating supply by demand. It means that dealers are not having to indulge in wild trading to get rid of surplus vehicles. It means the salvation of the industry, in more ways than one.

It is generally recognized, or perhaps we had better say believed, that in 1931 the automotive business is going to have one of its best years. The problem now is to hold the dealer organizations together through 1930, help the merchants to carry on until the turn in business conditions comes.

One of the best ways of helping will be to write to your Senators and Congressmen in Washington and suggest their voting against the Hawley-Smoot tariff bill.

It is interesting to ponder the fact that in 1929 forty-eight cities, ranging in population from 100,000 to 500,000, had fewer motor fatalities than in 1928. These records were accomplished, of course, in the face of an increase in the number of motor vehicles in use.

These cities have proved that IT Can Be Done.

Ask Us to Tell You

In presenting this service department, The Automobile Daily News is actuated by the desire to help its readers solve their problems.

In some instances readers may desire information which will require an expenditure of money to secure, and in such cases we shall be glad to get the desired data at the least possible cost, or we shall inform our readers where they may obtain it most economically and expeditiously.

QUESTION: It is our understanding that in the states of Tennessee and North Carolina there is a tax for the sale of automobile accessories. Can you tell us whether or not this is true and, if such a tax is levied, how is it computed?

Any information you can give us regarding this tax will be greatly appreciated. **R. H. CAMERON, Sales Manager, Woodworth Specialties Company, Binghamton, N.Y.**

ANSWER: North Carolina on March 19, 1929, adopted a privilege tax affecting equipment and supply dealers. This provided a 6 per cent tax on gross revenue from the sale of automobile accessories.

Tennessee on May 3, 1927, adopted a privilege tax of $5 to $100, depending upon the size of the district in which the business was located. This particularly hit at the tire dealers.

Automotive Daily News: I have before me a copy of Automotive Daily News dated Thursday, May 22. I wish to congratulate you on the splendid article on pages six and seven headed, "Use Automotive Transportation In Preference To Any Other." The writer would like to place this in the hands of all our distributors, dealers and salesmen in the United States, Canada and all overseas countries.

We were wondering if you would care to send us a thousand reprints of this.

R. G. HATCH, Adv. Mgr.
Stewart Motor Corp.
Buffalo, N. Y.

SMITH JOINS DURANT

Los Angeles, June 5.—D. Z. Smith, for the past six years wholesale manager for the Graham-Paige Company of southern California, has joined the Durant Motor Company of California as a wholesale representative. He will have territory south of Los Angeles.

COMING EVENTS

JUNE

9-12—**Detroit, Mich.** American Society of Mechanical Engineers' semi-annual meeting.
23-26—**San Francisco, Cal.** Meeting American Electric Railway Association.
23-27—**Atlantic City, N. J.** American Society for Testing Materials annual meeting at Chalfonte-Haddon Hall.
26-28—**White Sulphur Springs, W. Va.** Steel Founders Society summer convention.
29-July 13—**Posen, Poland.** International Motor and Transport Show.

AUGUST

26-28—**Chicago, Ill.** Society of Automotive Engineers aeronautic meeting in conjunction with National Air Races.

SEPTEMBER

22-26—**Chicago, Ill.** American Society for Steel Treating meeting at Stevens Hotel.
29-Oct. 4—**Pittsburgh, Pa.** National Safety Council Annual Safety Congress.

OCTOBER

2-12—**Paris, France.** Automobile Salon.
6-11—**Washington, D. C.** Sixth International Road Congress.
6-11—**Washington, D. C.** American Roadbuilders' Association Convention.
8- 9—**Detroit, Mich.** Society of Automotive Engineers production meeting at Book-Cadillac Hotel.
22-24—**Pittsburgh, Pa.** Society of Automotive Engineers' transportation meeting.
16-25—**London, England.** Olympia Motor Show.

NOVEMBER

6-16—**Berlin, Germany.** International Automobile Show.
8-15—**Chicago, Ill.** Automobile Salon at Drake Hotel.
10-14—**Cleveland, O.** Motor and Equipment Association Show.
17-22—**Cleveland, O.** National Standard Parts Association Show.
30-Dec. 6—**New York.** Automobile Salon at Hotel Commodore.

DECEMBER

6-17—**Brussels, Belgium.** Automobile Exhibition.

JANUARY

3-10—**New York.** National Automobile Show.
24-31—**Chicago, Ill.** National Automobile Show.

Buses Transport 7,920,000 Persons Between N. Y.-N. J.

TRENTON, N. J., June 5.—In anticipation of federal legislation ultimately to control interstate bus traffic, the Public Utilities Commission has completed a survey of bus traffic between New Jersey and New York. A check taken at the Holland Tunnel and at three ferries across the Hudson, showed nearly twice as many passengers carried by buses through the tunnel as were carried by buses over the three ferries. The daily figure for the tunnel was 14,159, while on buses using ferries 7,682 were carried. That is a total of 21,841 daily.

Using the rough figure of 22,000 and taking 360 days, it was estimated that 7,920,000 persons are carried annually between the two states in buses.

The tunnel buses made 1,093 trips in carrying 14,159 persons. On the electric ferries, 280 trips were made, carrying 3,726 persons. Buses using the 42nd Street ferry made 133 trips with 2,025 passengers, while on the 125th Street ferry, 1,931 passengers were carried in 172 trips.

One singular feature disclosed was that many more persons go by bus to New York than return that way. The eastbound buses, numbering 860, carried 11,410 persons while only 10,431 returned on 818 bus trips.

The survey also showed that the Public Service Interstate Transportation Company buses using the tunnel are not so well patronized as are the DeCamp buses for instance.

On its eastbound trips, Public Service carried an average of 13.4 persons a trip, as against 14.8 for the DeCamp buses; on the westward trips, the average for Public Service was 8.6 and that for DeCamp 16.8. Combining both east and westbound traffic Public Service buses carried an average number of 11.1 persons, while DeCamp carried 15.8 persons.

Public Service, whose trips were 36.1 per cent. of the total number made in the tunnel, carried only 30.8 per cent. of the passengers; DeCamp, making 19.1 per cent. of the trips, carried 23.3 per cent. of the passengers. Public Service made 395 trips carrying 4,373 passengers May 5, while on that same day DeCamp made 209 trips, with 3,398 passengers.

The Boulevard Transit Company also does a large business through the tunnel. It ran 231 trips, carrying 3,389 passengers, or an average of 14.7 a trip. That is below DeCamp's record, but above that of Public Service. The Nevin lines made 134 trips, carrying 1,540 passengers, for an average of 11.5.

On the electric ferries, Public Servic is running a poor second to the Inter-City Company. It made 157 trips, carrying 1,582 passengers, or an average slightly above ten per trip, while the Inter-City, with only 99 trips, carried 1,721 passengers, an average of 17.4.

On the 125th Street ferry, Public Service is doing better in competition with other companies. It is making 78 trips daily, carrying 916 persons, an average of 11.7. Other bus companies using that ferry make 94 trips, with 1,015 passengers, an average of 10.8.

Public Service does not operate buses over the 42nd Street ferry in Weehawken. Other companies make 133 trips daily, carrying 2,025 passengers, an average of 15.2 per trip.

TROPIC-AIRE REPORTS INCREASED BUSINESS

Chicago, June 5.—That a generally optimistic view of business conditions is held by most of the trade is shown by the report of sales just announced by Edmund Burke, vice-president and general manager of Tropic-Aire, Inc., manufacturer of hot water motor vehicle heaters.

The company had on hand, on May 24, 1930, unfilled orders for approximately 108,000 passenger car heaters, amounting to $1,620,000 worth of business. In the motor bus field the company has already shipped over $150,000 worth of the heaters, with unfilled orders on hand for another $30,000. The general outlook for the year is good, and the company expects the close of 1930 to show at least double the above figures.

It can't pull loose!
Tru-Loc Fittings are cold processed onto Tru-Lay Preformed Cable. The illustration above (made from an actual photograph of a Tru-Loc Fitting sawed in half) shows how the metal molds around the cable.
Every interstice or triangular space between strands—and even the smaller interstices between the wires of the strands are filled in. The grip is perfect.
Tru-Loc Fittings are adaptable to practically any cable use. Get complete information. Address:
AMERICAN CABLE COMPANY, Incorporated
An Associate Company of the American Chain Co., Inc.
3-111 General Motors Building, Detroit, Michigan.
Executive Offices: New York Central Building, 230 Park Avenue, New York, N. Y.
TRU CABLE LAY
TRU FITTINGS LOC
TRU BRAKE CONTROL STOP

MERCHANDISING
ACCESSORIES
EQUIPMENT

WHOLESALE

DISTRIBUTION
SHOP EQUIPMENT
REPLACEMENTS

Outlook Bright for Seattle With Tourist Season at Hand

By D. M. TREPP

SEATTLE, Wash., June 5.—May was rated fair in parts and accessory sales, according to most jobbers in this vicinity. **Business was slightly under April. Lack of real summer weather has been a drawback, but now, with June at hand and tourist business certain to be heavy, the outlook is bright. Dealer service stations and better equipped repair shops are doing nice business. Most repair jobs are of the service type, with big overhaul jobs still holding off. June is pointed for a big month, however.**

Oil sales were very good. Gasoline consumption is greater than ever, and this with lack of real touring weather. The gas war is past, and this causes station operators to smile now with the heavy sales in the offing. A better feeling prevails.

General conditions in the state are looking up, and it is thought that the unemployment situation is at bottom. Crops are looking fine.

There is considerable building in Seattle.

"Toward the end of the month there was a definite upturn in all jobber lines," is the report of E. C. Walling, sales manager of Ballou & Wright. "Equipment showed more life, and there is a great prospect for this being of very pleasing scale from now on."

In automotive lines, P. J. Cronin Company did a nice increase in business over May of 1929, according to E. J. McCarthy, sales manager. Radio sales have fallen off, as is the case all over the country. John Bridgeman of Bridgeman Parts Company reported fair volume of business.

Lorin Solon, manager of Solon Grinding Company and Watkins Con Rod Exchange, says volume is ahead of last year in units, but slightly less in price total.

John S. Baisden of Burd Ring Sales Company reports ring sales very much better than a year ago, indicating heavy repair work in the Northwest.

These are representative reports. All are optimistic for the coming months.

IN THE ACCESSORY AND SERVICE FIELD

Spartanburg, S. C., June 5.—W. D. Hull, vice-president and general manager of the Odom Battery and Tire Company, one of the largest automobile accessory firms in the state, has left for Akron, O., to attend a dealers' conference of the Goodyear Tire and Rubber Company.

Orange, N. J., June 5.—Roseville Brothers Company opened its sixth super-service station at 231 Sanford St., this city. The station is equipped for brake service, wheel alignment and lubrication, in addition to handling complete lines of tires and accessories.

Buffalo, June 5.—Joseph Martina, formerly with the Pierce-Arrow and Brun body companies, has been appointed general manager of the paint shop department of the Brown Auto Hospital, 1544 Main St., Buffalo.

Fort Worth, Tex., June 5.—The Generator Service Company has formally opened its new store and service building at 1115 Commerce Street here. The building is 50 by 200 feet in size, and 8,000 feet of its floor space is devoted to a drive-in service room, in which lathes, testing devices and other mechanical equipment are concentrated. The company carries a complete line of generator, magneto and electrical accessory stock, valued at $40,000. A branch, in Sweetwater, Tex., carries $30,000 stock.

Fairview, N. J., June 5.—The White Way Service Station has been opened at Fairview and Anderson Avenues, here, with equipment for the lubrication of ten cars at one time. The concern will specialize in brake adjusting and relining and will handle Goodrich tires.

Syracuse, N. Y., June 5.—The construction of a modern automobile laundry at 649 South Warren St., at a cost of $25,000, has been awarded to Joseph Albanese. The new plant, to be mechanically equipped with the latest devices, will be of steel and concrete, 40 by 132 feet in size. An additional $25,000 will be spent for machinery, comprising a conveyer system, with fifteen men engaged in the operation of the electrical cleaning brushes.

Lincoln, Neb., June 5.—Harry H. Miller has bought out the partnership of Clarence H. McCaughey in the Lincoln Super-Service Garage, 16th and O Streets. Business will be continued under the same firm name and style.

Dubuque, Ia., June 5.—The Johnson High Test Oil Company, with main offices at Freeport, Ill., has acquired the Quality Oil Company holdings in Dubuque, comprising seven service and station units and bulk storage and warehouse unit. The company, operating in southern Wisconsin and northern Illinois, is making its first bid for Iowa territory. John L. Boyle, Freeport, Ill., will manage the Dubuque stations.

Omaha, Neb., June 5.—Charles Vitek, who bought the Arterial Service Station, 19th and Dodge Streets, early this spring, has installed equipment for the repairing of radiators and fenders and added welding service along with his large line of automobile servicing. The shop is now complete for one-stop service.

Titusville, Pa., June 5.—The Rainey Tool Company, manufacturer of small precision tools and equipment, which recently removed to this city from Grove City, Pa., is now occupying a modern plant here and is in full production. Incoming orders, especially from the automotive trade, will warrant a steady rate of production throughout the summer.

Tacoma, Wash., June 5.—Harold Gates, Ben Gates and R. J. Lawson have formed a partnership to do a general automobile repair business here. The firm, which is located at 116 North Tacoma Ave., will be known as the Chrysler Service Garage, and will specialize in work on Chrysler built automobiles.

MAKING AUTOMATICALLY ATTACHED NON-SKID TIRE CHAINS

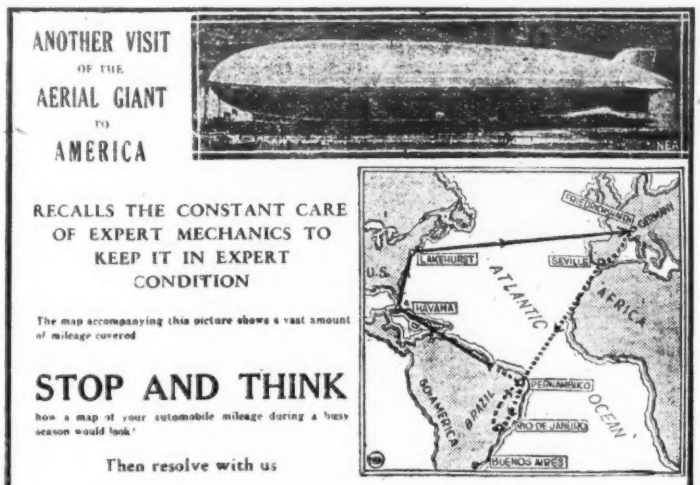
Winston-Salen, N. C., June 5 (UTPS). — An automatically attached non-skind chain for automobiles, the invention of B. A. Small of Roanoke, Va., is being manufactured in Winston-Salem by the Southern Steel Stampings, Inc. An assembly plant will be erected here in the near future by the Automatic Chain Corporation of Roanoke, it is understood.

The invention is a device by which a motorist attaches chains to his rear wheels without any manual effort or leaving his seat. The chains are carried under the running board and by pressing a lever in the driving compartment a spring is released which throws a clamp around the rear tire. As the wheel revolves it is spread around the wheel and a clamp attaches itself. Orders for more than 176,000 have already been received, it is understood.

STEWART-WARNER OFFERS NEW PASS-A-LITE

A new model 421 lighter for automobiles is announced by the Stewart-Warner Corporation, 1826 Diversey Parkway, Chicago. The lighter derives its name from the fact that it can be passed around in the car. No wires or reels are used. It will retain its heat long enough for three or four "lights." This new pencil type lighter is made of bakelite in assorted colors. The metal parts are finished in highly polished nickel. Installation is simple—one hole to be drilled in dash and one wire to connect to the ammeter. Pass-A-Lites are put up in a counter display carton containing one dozen lighters—each in an individual box.

Jobber Uses Visit of Zepp To Demonstrate Service


ANOTHER VISIT
OF THE
AERIAL GIANT
TO
AMERICA
RECALLS THE CONSTANT CARE OF EXPERT MECHANICS TO KEEP IT IN EXPERT CONDITION
The map accompanying this picture shows a vast amount of mileage covered
STOP AND THINK
how a map of your automobile mileage during a busy season would look
Then resolve with us
FRIEDRICHSHAFEN GERMANY
LAKEHURST
SEVILLE
U.S.
ATLANTIC
AFRICA
HAVANA
PERNAMBUCO
BRAZIL
RIO DE JANEIRO
OCEAN
BUENOS AIRES
To Keep Your Automobile in Tip Top Shape at all times by Consulting Your Garage Man Regularly Being Guided by His Advice
Because HE KNOWS
STEPHENSON BROS
Breakdowns are costly. Regular examinations check trouble and save both time and money.
Forewarned is forearmed. Know just what your car will do at all times.

STEPHENSON BROTHERS, Inc., automotive jobber of Orange, N. J., attracted considerable attention when he tied up his advertising with the arrival of the Graf Zeppelin to New Jersey.

This jobber, doing considerable advertising for the benefit of the garages that deal with him, ran a three-column ad picturing the aerial giant and carried a map showing the route from Germany to South America to Lakehurst, N. J. The reading matter follows:

"Another visit of the aerial giant to America recalls the constant care of expert mechanics to keep it in expert condition. The map accompanying this picture shows a vast amount of mileage covered. STOP AND THINK how a map of your automobile mileage during a busy season would look!

"Then resolve with us to keep your automobile in tip top shape at all times by consulting your garage man regularly, being guided by his advice, because HE Knows."

In the corners in separate boxes were the following:

"Breakdowns are costly. Regular examinations check trouble and save both time and money.

"Forewarned is forearmed. Know just what your car will do at all times."

Bottorff Elected Head of Belknap, Louisville Jobber

LOUISVILLE, Ky., June 5.—**Changes in the official family of the Belknap Hardware and Manufacturing Company, jobber of automotive supplies, hardware, paints and a varied line of merchandise, were carried out at the annual stockholders' meeting. William Heyburn resigned the presidency and became chairman of the board. Harry S. Perkins, senior vice-president in charge of buying, retires as an officer, but remains a director.**

Charles R. Bottorff, formerly assistant treasurer and sales director, becomes president, and Charles B. Price, formerly treasurer, succeeds Mr. Perkins as vice-president in charge of purchasing. Joseph H. Scales is vice-president and treasurer, and Charles W. Allen, Luther R. Stein, Henry B. Heyburn and Thomas E. Hereford are other vice-presidents; D. E. Cross, secretary; William C. Gibson, assistant secretary, and Lewis Herndon, assistant treasurer. G. E. McMakin becomes director of sales, taking over sales work formerly handled by Mr. Bottorff. All directors were re-elected, including Mr. Perkins, William and Henry Heyburn, Robert E. Hinman, Mr. Hereford, Alex Heyburn, Lewis Herndon, Bernard G. Marshall, Herbert W. Spencer, Arthur D. Allen, Wiley B. Bryan, William B. Belknap and C. A. Gage, the latter added.

Mr. Perkins had been with the company for thirty-eight years in an executive position, during which time it grew from a house with a fifty-foot frontage on Main Street to its present plant, with thirty-seven acres of floor space. He had been chief of the buyers for years, was the buyer for his first eighteen years and has been vice-president for twenty years.

CHILTON AUTO MACHINE REPORTS APRIL GOOD

Nashville, Tenn., June 5.—The R. H. Chilton Auto Machine Company, 231 Fourth Avenue, reports that April was the best month in the history of the company. R. H. Chilton, general manager of the concern, says: "We have been getting rebuilding and repair business of all sorts."

One of the larger jobs landed by the company recently called for the rebuilding of twenty-five motor "blocks." His shops are going full time and overtime to keep pace with incoming work, Mr. Chilton said.

TAKES MORE SPACE

Hartford, Conn., June 5.—H. Bland & Levey, dealing in automotive accessories and radio, has removed to Park and Oak Streets, in the building formerly occupied by Culler Auto Parts, Inc. The change provides a big increase in floor space.

KOZAK ADDS TO LINE

Kozak, Inc., Batavia, N. Y., announces a new item known as "Kozak's Brother," designed to remove the film and smoky appearance from the finish of automobiles with a minimum amount of effort, time, cost and convenience.

Editor's Column

NICOLS, Dean and Gregg, St. Paul jobber, celebrating the diamond anniversary of the founding of its business in an attractive booklet entitled "75 Years of Keeping Step With Transportation," tells the story of its progress from the time of its founding to its present status as a leading distributor in the Northwest.

The firm started in 1885 with Captain Peter Berkey and John Nicols as the owners. When Capt. Peter Berkey retired in 1860, William B. Deen, an employee, became associated with Mr. Nicols and the firm name was changed to Nicols and Dean. When Capt. Berkey rejoined the firm in 1863 the name became Nicols, Dean & Company.

Jesse A. Gregg, who had joined the firm as an employee 15 years before, was admitted to partnership in 1887 and in 1901 the old firm name was changed to Nicols, Dean & Gregg.

Starting out as dealers in iron and heavy hardware the company kept pace with developments in transportation, just as many other jobbers have developed, and today its services include railroad supplies, blacksmith equipment, iron and steel, auto replacement parts, supplies, accessories, and garage equipment. One of the latest developments is the aviation supply department.

THREE Pittsburgh wholesalers co-operated in staging a shop equipment clinic. The show was called the "Modern Service Methods Demonstration" and was held on May 6, 7, 8, and 9 in Motor Square Garden, Pittsburgh, from 1 to 11 p. m. each day. It was sponsored by the Pittsburgh Auto Equipment Company, Joseph Woodwell Company and Dyke Motor Supply Company.

Trade in the territory was told about the demonstration by an attractive folder which urged a visit to see all of the modern equipment in action.

Group clinics are finding increasing favor in various parts of the country. The March clinic sponsored by Philadelphia jobbers was an outstanding success with all participating jobbers expressing satisfaction over the way in which it was handled, the attendance, interest, and business lined up.

Manufacturers are favoring the group clinics because of the opportunity to show to larger groups while economizing on time and other demonstration expenses. The cost to the participating jobbers has also produced a favorable attitude towards the group demonstrations.

CHEK-CHART CORP. ADDS RATHBUN TO ITS STAFF

Chicago, June 5.—Raymond Shaw, president, announces that due to increased demands for lubrication service, the Chek-Chart Corporation has made a number of additions to its staff. John B. Rathbun, M. E., has been retained as technical editor of Chek-Chart Lubrication Bulletin Service. Joseph D. Probst has been appointed production manager to facilitate in a still further degree the publication and distribution of the various services.

The following territory representatives have recently been appointed: E. L. Acker, Fargo, N. D.; H. E. Austin, Denver; Alasay Sales System, Baltimore; Dabney & Tabor, Fort Worth; Equipment Company, Nashville; Thomas E. Hart, Detroit; K. M. Supply Company, Kansas City; H. J. Lemley, San Francisco; Logan-Allington Company, New York; Clarence Polhemus, Hollywood; J. C. Remlinger, Pittsburgh; Southern Service Company, Houston; Service Equipment Company, Milwaukee; W. C. Wright, New Castle, Pa.

EGAN BUYS OUT RIGA

Hartford Conn., June 5.—Francis J. Egan of Windsor has purchased the stock of Joseph C. Riga of Springfield, Mass., in the Automotive Supply and Equipment Company of this city. Mr. Riga and Thomas O'Malley organized the company several months ago. The firm is located at 400 Ann St. and is a wholesaler in the automotive accessory field.

Service Notes

Long Island City, N. Y., June 5.—The Bragg-Kliesrath Corporation, an automobile brake subsidiary of the Bendix Aviation Corporation, has leased for a long term a new service station building in Long Island City. The structure fronts 200 feet on the north side of Queens Boulevard and 175 feet on Hulst and Van Pelt Streets.

Camden, N. J., June 5.—The Checker Auto Supply Company, Inc., announces the opening of a retail automobile accessory store at 1217 Haddon Ave. The new store is under the management of William Barnett. The store will carry a complete line of tires, accessories and electrical appliances.

Toledo, O., June 5.—Smith Brothers, automobile painter, has moved its plant from 636 South St. to 1983 Ontario St., due to a 50 per cent. increase in repaint business over past seasons.

Hackensack, N. J., June 5.—Anthony Pitz, formerly with Charles I. Rice, Packard dealer, has opened the Park Street Garage at 233 Park St. here and will specialize on Packard car repairs.

Jacksonville, Fla., June 5.—J. J. Harrell, president of the Harrell Tire Company, Inc., is making extensive improvements to his service and tire quarters at Laura and State Streets.

Cumulative New Commercial Car Registration Statistics, April, 1930

Returns for today: Kansas, Louisiana and Oklahoma.

Some of this data has been published previously, but it is given here complete for the convenience of our subscribers.

Figures in this table are from R. L. Polk & Co. of Detroit, with the exception of Illinois, which are supplied by the Robinson Advertising Service, Springfield, Ill., and New Jersey, which are furnished by the New Jersey Motor List Co., New Car Division, Trenton, N. J. Readers desiring county, city or town lists, or lists of owners in any given section, may obtain these by addressing any of these three companies. **Commercial Car Registrations do not include buses.**

States	Autocar	Brockway-Indiana	Chevrolet	Diamond-T	Dodge	Dover	Fargo	Federal	Ford	G. M. C.	International	Mack	Paige	Relay	Reo	Republic	Rugby	Sterling	Stewart	Studebaker	Whippet	White	Willys	Willys-Knight	Miscellaneous	Totals	States
Alabama			280		10		1	2	197	6	17	3	1		3	2			1	1	1	3	3			530	Alabama
Arizona			51		11		2		80	3	7				2				1			1	1	1	3	163	Arizona
Arkansas			156		6			1	214	9	30	2			4							7	1		1	431	Arkansas
California			634	1	130	2	3	14	1511	78	80	35	1		123	5	10	23	8	17	5	31	4	2	155	2872	Calif.
Conn.	8	12	173	8	59	2	6	5	325	28	41	35	6		36		1	3	15	2	5	6	4	2	18	800	Conn.
Delaware	5	4	46		1		1		64	6	9				6	1						1			1	145	Delaware
Florida		2	122		9				230	7	10	1			4						1	6				392	Florida
Georgia		5	147		2			5	252	8	8	3	1		2					2	3	7	1			446	Georgia
Idaho			67		9				123	7	17				4						1		1	1		230	Idaho
Illinois	8	20	663	54	72	2	9	19	932	41	111	17	3	2	26	1	2	5	7		14	12	13	1	79	2113	Illinois
Indiana		22	307	8	39	2	4	2	484	54	68	1	1	4	17				9	1	1	1	10	2	8	1045	Indiana
Kansas		1	487	2	46	2	8		433	12	66				21	2			7	1	3	10	11	1	4	1117	Kansas
Louisiana			185		6		1		253	8	33	4			2							3	2			497	Louisiana
Maryland	19	12	218	8	29	1	3	2	312	25	62	22	1	1	24	2	1	1	3	1	2	25	2	1	13	790	Maryland
Michigan	3	2	502	10	35	5	6	20	1119	59	97	2	10		38	7	4			1	9	12	8		19	1968	Michigan
Minnesota		9	560	11	60	1	3	4	765	28	129	9			32					4	10	12	16	3	3	1659	Minn.
Missouri		13	653	15	50	1	5	11	803	35	97	6	3	1	11		2	3	4	9	5	4	14	7	21	1773	Missouri
Montana			66		3		4		95	5	29	2			3						1	5	4	1	3	221	Montana
Nebraska		1	249	4	16		1		310	15	51		1		7					1	3	1	11	1	3	675	Nebraska
Nevada			11		2				23		1										1			1	2	41	Nevada
N. Hamp.		9	114	6	7				188	8	12	8			18			1	5	2		1	1		1	381	N. Hamp.
New Jersey	19	18	348	17	97	8	6	10	788	59	41	38	9	2	31	1	2	9	5	7	7	18		2	42	1584	New Jer.
N. Mexico			30		3				47	3										1						84	New Mex.
N. Carolina			277		21				251	13	26	4			4	1	1				2	2	5		5	612	Nor. Car.
N. Dakota			112	1	9		1		144	2	77	1	1		11		1						11	2		373	N. Dak.
Ohio	16	30	651	7	96	6	9	13	1214	81	159	21	5	5	48		4	11	22	9	36	48	36	11	73	2611	Ohio
Oklahoma		5	278		36		4	11	258	26	62	7			5				1		1	9	7	1	5	716	Oklahoma
Oregon	2		121		10		1	9	310	14	16	5			5	1	3	4			2	7			15	525	Oregon
Penn'vania	54	59	721	16	138	7	15	28	1455	100	190	84	9	16	60	3	5	15	68	6	18	49	25	5	55	3201	Penna.
Rh. Island	1	2	60		15		1	10	126	18	10	6	1		3			1	1	3		1			2	261	R. Island
S. Carolina			166		3		1	4	139	3	5	1			1							5	1		1	330	S. Car.
S. Dakota			79	1	9		2		90	2	44	2			12	1	1				3		6		1	253	S. Dakota
Utah			80		11	2			144	2	22	2			3					1					4	271	Utah
Vermont		8	58	3	8		2	1	141	3	18	1			10				4		3	1	1		1	263	Vermont
Virginia	4	6	422		24			4	396	20	31			1	9	3			7	1		12	6	1	5	952	Virginia
Wash'ton	1		152		18		3	6	411	29	25	2	1		3		3	4		2		18	1	1	44	723	Wash'ton
W. Virginia		3	205	4	34	1			245	17	44	1	1	1	15	1			2		2		3	1	6	586	West Va.
Wisconsin		3	568	29	36	1	3	7	807	32	124	2	2	6	31		2	15	7	2	9	6	9	1	21	1723	Wisconsin
Dist. of Col.	5		17	2	3			1	85	13	1	1									1	6			1	136	D. of Col.
Totals	145	246	10036	207	1173	43	105	189	15764	879	1870	328	56	39	634	31	42	95	176	74	149	330	218	49	615	33493	**Totals**
Ala., 1929			390		28		1	3	282	14	59	1			5						3	8			4	798	Ala., 1929
Ariz., 1929			64		12		3		160	10	10				2						1	3			2	267	Ariz., '29
Ark., 1929			240		21				356	4	87	2			6					1	4	7			9	737	Ark., 1929
Calif., 1929	15	1	536	3	227		12	18	1544	88	54	48			152	3	16	20	6	13	13	28		2	240	3039	Calif., '29
Conn., 1929	20	14	247	3	111		9	9	318	54	52	49		3	70	1	3	4	20	10	3	15		3	21	1039	Conn., '29
Del., 1929	4		53		4				67	8	24				9		1				1	2			3	176	Del., 1929
Fla., 1929			158		5				182	6	17	6			8						3	4			5	394	Fla., 1929
Ga., 1929		8	302	1	28		1	1	307	7	13	7			3					2	2	10				692	Ga., 1929
Idaho, '29			71	8					51	3	9	1										4			11	158	Idaho, '29
Illinois, '29	18	5	847	86	128		11	13	1111	43	188	27		1	42	1		11	1		15	35			137	2720	Ill., 1929
Ind., 1929	3	20	498	8	67		5	9	663	36	81	4		3	30		1		9	4	16	3		2	8	1470	Ind., 1929
Kan., 1929		1	404	7	55		4	2	371	34	113	1			19					5	9	2		2	4	1033	Kan., 1929
La., 1929		16	192	7	15			1	270	10	25	2			2						2	5			2	549	La., 1929
Md., 1929	11	2	214	7	38		2	2	319	31	39	26		1	26	4		5	3	2	3	14			13	762	Md., 1929
Mich., 1929	3	18	892	6	110		9	23	1411	103	152	11			89	5	7			7	24	7		4	41	2922	Mich., '29
Minn., 1929			415	2	36		1	9	485	19	79	5		1	23		3			6	17	9			3	1113	Minn., '29
Mo., 1929	5	20	706	33	116		4	12	744	73	148	19		2	32	1	3	6	3	7	20	11		1	76	2042	Mo., 1929
Mont., 1929			177		37		2	3	267	17	82				29						2	2		6	1	625	Mont., '29
Neb., 1929		1	329	1	33				331	20	69	4			6		1			2	6	5			7	815	Neb., 1929
Nev., 1929			20		14				44		2	1						1				1			4	87	Nev., 1929
N. H., 1929		4	132		20			3	159	13	8	4			18				1	2	5	1		2		372	N. H., '29
N. J., 1929	28	37	579	15	137		21	24	711	57	44	100		2	69	2	9	14	5	6	20	38		3	99	2020	N. J., '29
N. M., 1929			68		9		1		58	6	12				3		1				1	1				160	N. M., '29
N. C., 1929	6	2	471		49			1	354	20	24	11			8		3			1	7	6			18	981	N. C., '29
N. D., 1929			185		19				243	14	164				6		3				7	4		3		643	N. D., '29
Ohio	18	26	869	13	175		9	15	1214	71	197	30		9	90	3	4	2	10	5	53	58		3	60	2934	Ohio, '29
Okla., 1929		3	415	4	82		5	10	538	28	104	5		1	12	1			1	2	13	8			7	1239	Okla., '29
Oregon, '29			144	1	33		2	4	224	16	18	5			11		1				1	9			7	476	Ore., 1929
Penna., '29	61	45	1021	19	271		34	20	1484	107	197	110		22	136	8	9	33	46	15	49	66		7	101	3861	Pa., 1929
Rh. Isl., '29	10	1	82		29		3	4	96	15	13	7			35		1		6			5		1	5	313	R. I., 1929
S. C., 1929			253		11		2	2	186	14	18				2				1						2	491	S. C., '29
S. Dak., '29			88	1	11				69	6	59	1			15						2			2		254	S. D., 1929
Utah			61		17		1		100	3	9	2					1			1		6			3	204	Utah, '29
Vt., 1929		1	71		11		3	4	119	12	37	2			19		1		1	2	2	2		1	3	291	Vt., 1929
Va., 1929	4	9	400		28		1	5	327	10	36	12			10	1	2		1	2	3	5			2	848	Va., 1929
Wash., 1929			184		42		4	4	391	33	24	3			23	1	2			1	2	21			36	771	Wash., '29
W. Va., 1929		8	247	3	28		3	1	226	20	54			2	17				2		1	3			3	618	W. Va., '29
Wis., 1929			738	25	62		3	14	897	39	136	5		4	45	1	3	15	9	5	9	15			31	2056	Wis., 1929
D. C., '29	2	4	45	12	11				84	7	2	10		2	7				4			4			2	196	D. C., '29
Totals	208	246	12808	265	2130	*	156	216	16763	1071	2449	521	*	53	1079	32	75	111	129	101	319	427	*	42	970	40171	**Totals**

*Not in production at that time.

Atlanta Ford Dealer Uses Military Tactics

Ernest G. Beaudry Keeps Sales Force Mobile and Always Has Reserve Force To Throw Into Battle.

By J. H. REED

IT was Gen. Jackson, I believe, who gave as his formula for winning battles to "git thar fust with the most men."

Gen. Jackson may not have known his grammar, but he did know his military tactics. He knew the value of having a mobile force at his command and of always having a reserve to throw into the battle when it was needed.

So Ernest G. Beaudry, veteran Atlanta, Ga., Ford dealer, is an unwitting disciple of the great Confederate general. He keeps his sales force mobile, and thus has a reserve force to throw into the battle of selling cars, whether they are new or used.

To make a long story short, he trains his salesmen to sell either new or used cars, as the case may be, and he tried to maintain the proper ratio between the two for successful selling.

If the sales of new cars slow up (as they have recently because of rainy weather), Mr. Beaudry does not calmly sit down and wait for the weather to clear off. He throws his entire used car sales force into the gap to push the sale of new cars.

And the result, naturally, is the desired increase in sales for this department.

If, on the other hand, used cars begin to accumulate, as they did earlier in the spring, while sales of new cars are at or above normal, Mr. Beaudry takes some of the new car salesmen off the floor and puts them to work selling used automobiles.

In either case their commission remains the same, so interest in their work does not wane.

As a matter of fact, Mr. Beaudry says that salesmen are not nearly so apt to "go stale" under this system, as they get a continual variation in the work, while the proper balance between the two departments is maintained.

The only remedy for dull times, Mr. Beaudry says, is to work harder. So, in times of quiet, he holds more salesmen's meetings, induces the men to make more calls and goes after the customers harder, with the result that the Ernest G. Beaudry Company is generally the last to feel a depression and the first to get over it.

CLASSIFIED ADVERTISEMENTS IN THE AUTOMOTIVE DAILY NEWS BRINGS RESULTS

CLARK

STRENGTH— beyond any normal need.

LOW COST— due to large volume production.

ACCURACY— assured by special automatic machines.

CLARK METAL WHEELS

CLARK EQUIPMENT COMPANY
Buchanan Michigan

AXLES
Front & Rear
WHEELS
Single or Dual Tire
CAST STEEL HOUSINGS
TRANSMISSIONS

Ford Car Buyers Get Airplane Ride

A RIDE in the clouds became a means of arousing springtime interest in motor jaunts on terra firma—in a Ford—on a recent Sunday when the A. L. Maxwell Company, Ford and Lincoln dealer of Evansville, Ind., offered a free ride in a big tri-motored airplane piloted by Reg Robbins, altitude and endurance star, to each purchaser of a Ford car. A nominal charge was exacted of non-purchasers for the flights of which 700 persons took advantage, according to W. A. Barnard, sales manager.

The event staged under the auspices of the A. L. Maxwell Company, Ford dealer, attracted a throng of 15,000 spectators to the Evansville airport to witness the take-offs, so gratifying a response that engagement of the plane is billed for early repetition.

GUILBEAU PURCHASES DUTEE W. FLINT BRANCH AT BRIDGEPORT, CONN.

Bridgeport, Conn., June 5.—L. J. Guilbeau, manager of the local Dutee W. Flint Ford dealership, has purchased the branch from the Flint interests and will take it over under the name of the Guilbeau Motor Company. Mr. Guilbeau has been in the employ of the Flint company for fifteen years. He came to Bridgeport May 8, 1929, as sales manager and in October was promoted to manager.

No announcement as to the amount involved in the transaction was made, but it is understood to be well in excess of $100,000. The dealership occupied its new building in Gilbert Street a few months ago. No changes in policy or personnel of the concern will be made, Mr. Guilbeau says.

ELEVEN ST. PAUL DEALERS JOIN IN USED CAR SALE

St. Paul, Minn., June 5 (UTPS).—Protection of used car buyers is the purpose of a new affiliation of eleven automobile firms, who have concentrated their downtown used car lots within a radius of three blocks, thus buyers may choose from an $800,000 exhibition of used cars all within walking distance. Harry Given, a member, says the move is toward better business methods in the used car trade, and toward mechanical reliability of goods offered. Special advertising is to be employed.

HAWKINS MOTORS TO SELL FORD LINE IN WASHINGTON

Richmond, Va., June 5 (UTPS).—Richard B. English, manager of the Washington, D. C., branch of the Ford Motor Company, has announced the appointment of the Hawkins Motors, Inc., as authorized Ford dealer. The Hawkins Motors, Inc., will continue its sales and service operations from the modern establishment at 1529 14th St. N. W. and are now showing the newest Ford models.

A NEW CHEVROLET DEALER

Seymour, Conn., June 5.—John O'Keefe, formerly connected with the Somers Chevrolet Company, Derby, has opened a Chevrolet dealership on Bank Street here. The Chevrolet dealership for Oxford, nearby rural community, has been taken over by Abel Devaux, garage operator.

WILL OPEN BRANCH

Buffalo, June 5.—W. G. Willson, Ford dealer and accessory retailer of Ridgeway, Ont., will shortly open a branch of similar nature in Bridgeburg, Ont., Buffalo suburb.

This Chevrolet Dealer's Used Car Dept. Operated Separately on Profitable Basis

By B. C. REBER

DURING the nearly three years that the Milan Chevrolet Company of San Antonio, Tex., has been in business, it has shown a steady and consistent growth, but it has been particularly successful in the operation of its used car department. This is no doubt due to the fact that it maintains an entirely separate organization for its used cars, overhauling them and selling them in a department founded especially for this purpose.

"We have consistently given careful attention to our used car department," Mr. E. R. Dupre, office manager for the firm, explained. "When we started in business we realized that the used car problem was one of the largest that every dealer had to combat, and we determined that we would found it on a safe and profitable basis.

"To do this we established a repair department which is devoted exclusively to the overhauling and reconditioning of used cars. A crew of trained workmen is employed who devote their efforts to this work alone, and through this practice we are able to get much better results than would be possible if one repair crew did everything.

"This week we are inaugurating a used car sale which is an innovation in Texas. We are selling used cars for as little as three dollars down, with the balance distributed over fifty-two equal payments While this practice has been tried in a few locations before, we are among the first to try it out in the South, and we expect some very good returns from it. Up to the present time, in three days, we have taken orders for eighty-five cars, and expect to deliver at least sixty of these.

* * *

"IN making a sale on these terms we are banking quite a little on the purchaser's credit. We believe that a man who has a good credit rating is a good risk for a sale of this kind, even though the payments are extended longer and the down payment made practically nothing.

"Every purchaser of a car on this plan is subjected to a rigid credit investigation, and is required to secure two indorsers on his notes. With these two assurances, we anticipate little trouble in making our collections.

"Our purpose in making the down payment so small is so that hundreds of people who want cars but cannot make the one-third down required may take advantage of this plan. Trouble in collections will arise as quickly whether a down payment of $150 or $5 is made. It all depends upon the willingness of the customer to pay. If he has shown that he makes his payments promptly in other transactions, then it is reasonable to conclude that he will make them here.

* * *

"THE monthly payments are not large, and may be paid weekly, bi-weekly or monthly. The amount each week depends upon the sale price of the car. The total amount is distributed over a year, so that fifty-two payments are to be made after the down payment. With these advantages, it will be possible for every one desiring transportation to get it at a low cost.

"The necessities of life have shown a great increase over the increase in salaries, and we believe it will soon be necessary for the automotive dealer to take some drastic action to meet the competition of other lines in order to get his share of the consumer's dollars. The plan we have inaugurated in this sale is, we believe, a logical plan for meeting this problem."

The Milam Chevrolet Company is the third to be appointed an authorized Chevrolet dealer. It is located in a modern building, designed and erected especially for automotive merchandising, and it has been among the leaders in automotive sales since it was founded.

OLIN CHEVROLET CO. UNDER CONTROL OF R. D. JOHNSON

Indianapolis, June 5.—Controlling interest of the Olin Chevrolet Company, one of the largest Chevrolet agencies in the state, passed into the hands of Robert D. Johnson, formerly general manager and minority stockholder in the company, in a deal just completed here.

Mr. Johnson has been connected with the automobile retail business here since the close of the war, beginning as a slaesman with the Olin Sales Company, a Ford dealer, later being appointed sales manager. The Olin Chevrolet Company operates a 1,200-car contract and employs a personnel of about fifty persons.

NEW FORD DEALERSHIP FORMED IN SAN ANTONIO

San Antonio, Texas., June 5.—The Bush Motor Company has been established here with headquarters at Park and Main Avenues. T. M. Bush, recently of Marietta, Ga., heads the new dealership. A permanent location will be found soon and a new building erected. Mr. Bush had owned a dealership at Marietta, and formerly one at Birmingham, Ala., before coming to San Antonio.

BROOKVILLE AUTO CO. TO OPEN NEW USED CAR STORE

Brookville, Ind., June 5.—E. E. Horn, owner of the Brookville Auto Company, Chevrolet dealer, has taken over the adjoining store room and, as soon as alterations are completed, will open a used car store, separate from the new car store.

HEADS CHEVROLET COMPANY

Rushville, Ind., June 5.—Charles F. Taylor, formerly general manager and secretary-treasurer of the Charles F. Taylor Company, Ford dealer here for the past eleven years, is now heading the Taylor Sales Corporation of this city, handling the Chevrolet line.

M'LAUGHLIN APPOINTED

Los Angeles, June 5.—T. O. McLaughlin has been appointed city sales manager in Los Angeles for the Chevrolet Motor Company, succeeding W. J. Rutledge, who has been appointed regional sales promotion manager for Chevrolet, with headquarters at Oakland.

HOOVER & CORBIERE, INC. NEW FORD DEALERSHIP

Boston, Mass., June 5.—Articles of incorporation have been filed at the State House by Hoover & Corbiere, Inc., to establish a Ford sales and service dealership at the Motor Mart in Park Square. Incorporators and directors are: Frederick H. Hoover, Waban; J. Dallas Corbiere, Southboro; J. Dudley Clark of H. C. Wainwright & Co., Huntington; R. Hardwick of Hayden, Stone & Co.; Merrill Griswold of Gaston, Snow & Saltonstall; William A. Coolidge of Jackson & Curtis; Forrester A. Clark of H. C. Wainwright & Co., and Malcom W. Greenough of Hutchins & Parkinson.

Mr. Hoover is president and Mr. Corbiere vice-president and treasurer. The other directors are all members of banking firms. Mr. Hoover was formerly New England distributor for the Chandler Motor Car Company and for the Jordan car. He has recently been active in the management of the leading Ford dealerships in Pittsburgh. June 2 is the date for officially starting business.

OPENS $75,000 HOME

Los Angeles, Cal., June 5.—Formal opening of the new $75,000 Chevrolet sales and service building at 2154 Sunset Boulevard was held recently. W. L. Hopperstead, representative of General Motors products in Los Angeles for the past twelve years, is in charge.

Personal Briefs

Perth Amboy, N. J., June 5.—Frank Van Sickle, Dodge distributor, has been elected president of the Perth Amboy National Bank. Mr. Van Sickle is also Goodyear tire distributor here.

Des Moines, Ia., June 5.—Herman Kinker has been appointed manager of the service and shop departments of the Iowa Durant Company, 1115 Locust St., distributor of the Durant car throughout the state. K. H. Loiland, manager, announced the appointment coincident with plans for the expansion of the two departments and installation of new equipment.

Spokane, Wash., June 5.—After fifteen years with the Studebaker dealer here, chiefly as service manager, J. Fleming Swartz has resigned and joined the Nash Washington Company as service superintendent in his territory. Mr. Swartz is a member of the Society of Automotive Engineers.

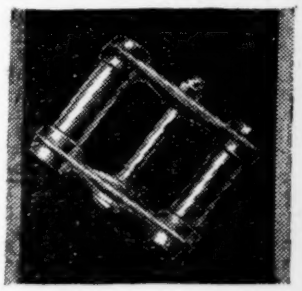
Jacksonville, Fla., June 5.—A. G. Elliott, well known in local automotive circles, has been appointed sales manager of B. K. Hall, Inc., local Oldsmobile and Viking dealership.

Dallas, Tex., June 4. — Appointment of Sid Pierce as manager of the used car department of the Gauley-Slifer Company, Hupmomobile distributor here, has been announced. Mr. Pierce will have direct supervision of reconditioning and resale of all cars acquired by this firm on the sale of new cars.

make the selling job easier, whether it's trucks or buses. In sturdiness, efficiency, and accessibility, they answer all questions about axles.

WISCONSIN AXLES

WISCONSIN AXLE CO.
OSHKOSH WISCONSIN



Tryon
SPRING SHACKLES

These superior Shackles are standard equipment on 81% of the cars built during the first four months of 1930 by member companies of the N. A. C. C. Car names on request.

Manufacturers: Write at once for full information and quotations.

Sole Licensee:
WILLYS-MORROW CO., INC.
ELMIRA, NEW YORK

MAJOR SPECIFICATIONS AND MECHANICAL DETAILS OF

Make and Model	Capacity—Tons	Chassis Price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For.	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
Am. La France Chief	2	3650	Own	6	3¾x5	33.0	Pw	Str	Vac	DR	Own	C	4	Tim	Wo	31.2	4	D	156	6200	32x6	32x6D
Am. La France W	3-4	3950	Own 2 R	4	4¼x6	28.9	CS	Zen	Vac	AB	Own	C	4	Own	2R	47.4	4	R	160	7200	S36x5	S36x5D
Am. La Fran. Chieftain	3-4	5500	Own	6	4⅛x5⅛	40.8	Pw	Zen	Vac	DR	Own	C	4	Tim	Wo	28.8	4	D	175	7200	S36x8	36x8D
Am. La France V	5	5500	Own 5 R	4	4¾x6	36.2	CS	Zen	Vac	AB	Own	C	4	Own	Wo	5[illegible]4	4	R	165	9800	S36x5	S40x6D
Am. La France Z	6½	5750	Own 5 R	4	4¾x6	36.2	CS	Zen	Vac	AB	Own	C	4	Own	Wo	63.5	[illegible]	R	165	10000	S36x7	S40x7D
Am. La France U	7½	6000	Own 5 R	4	4¾x6	36.2	CS	Zen	Vac	AB	Own	C	4	Own	—	63.5	4	R	165	10500	S36x7	S40x8D
Am. La Fran. Big Chief	6	6725	Own	6	4½x6	48.6	Pw	Zen	Vac	DR	Own	C	4	Own	2R	32.8	4W	D	226	10600	S40x8	S40x8D
Autocar A	1½	2700	Her	6	4 x4½	38.4	Pb	Str	Vac	DR	Br-L 51	U	4	Own SA	Sp	24.3	4	R	150	5060	32x6	32x6
Autocar D	2	3000	Her	6	4 x4½	38.4	Pb	Str	Vac	DR	Br-L 51	U	4	Own SD	2R	30.9	4	R	150	5300	32x6	32x6D
*Autocar H	3	3750	Own	4	4½x5½	32.4	CS	Str	Gra	AB	Own T	U	4	Own H	2R	44.3	R	R	114	6550	34x5S	36x10S
*Autocar SH	3	4300	Own	6	4¼x4¾	43.4	Pw	Str	Gra	RB	Own T	U	4	Own H	2R	40.5	R	R	114	6770	34x7	34x7D
*Autocar SHA	3	4400	Own	6	4¼x4¾	43.4	Pw	Str	Gra	RB	Own T	U	4	Own TE	2R	40.5	R	R	138	6770	34x7	34x7D
Autocar SCH	3	4300	Own	6	4¼x4¾	43.4	Pw	Str	Vac	RB	Own T	U	4	Own H	2R	40.5	R	D	157	6860	34x7	34x7D
Autocar SCHA	3	4400	Own	6	4¼x4¾	43.4	Pw	Str	Vac	RB	Own T	U	4	Own TE	2R	40.5	R	D	177	6860	34x7	34x7D
*Autocar HS	3½	4100	Own	4	4½x5½	32.4	CS	Str	Gra	AB	Own T	U	4	Own H	2R	44.3	R	R	114	7200	34x6S	36x12S
*Autocar SHS	3½	4800	Own	6	4¼x4¾	43.4	Pw	Str	Vac	RB	Own T	U	4	Own C	2R	56.2	R	R	114	7900	40x8	40x8D
*Autocar SHSA	3½	4900	Own	6	4¼x4¾	43.4	Pw	Str	Vac	RB	Own T	U	4	Own TF	2R	56.2	R	R	138	7900	40x8	40x8D
Autocar SCHS	3½	4800	Own	6	4¼x4¾	43.4	Pw	Str	Vac	RB	Own T	U	4	Own C	2R	56.2	R	D	157	8180	40x8	40x8D
Autocar SCHSA	3½	4900	Own	6	4¼x4¾	43.4	Pw	Str	Vac	RB	Own T	U	4	Own TF	2R	56.2	R	D	177	8180	40x8	40x8D
Autocar TEA	3½	5350	Own	6	4¼x4¾	43.4	Pw	Str	Vac	RB	Own T	U	12	Own TE	2R	45.0	4	D	192	8900	36x8	36x8D
Autocar TFA	5	6100	Own	6	4½x4¾	48.6	Pw	Str	Vac	RB	Own T	U	12	Own TF	2R	45.0	4	D	192	9300	38x9	38x9D
Autocar C	5	5500	Own	6	4½x4¾	48.6	Pw	Str	Vac	RB	Own B	C	4	Own C	2R	46.2	R	D	172	9500	42x9	42x9D
Autocar F	7½	6800	Own	6	4½x4¾	48.6	Pw	Str	Vac	RB	Br-L 70	C	7	Tim	Wo	94.0	4	D	173	11000	36x7S	40x8DS
Autocar G	10	9000	Own	6	4½x4¾	48.6	Pw	Str	Vac	RB	Br-L 70	C	7	Tim	Wo	97.7	WB	D	171	13000	36x8	36x8D
Brockway 65	1	1195	Con 27 B	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Aut	Br-L 20	U	3	Col 36000	Sp	21.3	4	Tr	137	3400	30x5	30x5
Brockway 75	1¼	1290	Con 27 B	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Aut	Br-L 20-4	U	4	Col 36000	Sp	25.6	4	Tr	137	3450	32x6	32x6
Brockway 90	1½	1525	Con 27 B	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Aut	Br-L 20-4	U	4	Col 55000	Sp	25.6	4	Tr	149	3850	32x6	32x6
Brockway JR	1¼	1195	Wis C	4	3¾x5	22.5	Pb	Zen	Vac	Aut	Br-L 20	U	3	Col 36001	Sp	21.3	4	Tr	130	3100	30x5	30x5
Brockway E 45	1½	1765	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	L-N	Br-L 30	U	3	Col 55001	Sp	21.0	4	Tr	139½	3650	32x6	32x6
Brockway KW	3	4100	Wis H	6	4 x5	38.2	Pb	Zen	Vac	L-N	Br-L 51	U	4	Wis 1228	2R	33.7	R	Dr	170	6920	34x7	34x7D
Brockway R	4	4200	Con L 4	4	4½x5½	32.4	Pw	Zen	Vac	Eis	Br-L 55	C	4	Tim 66600	Wo	46.8	R	R	164	7890	36x5S	36x12S
Brockway RT	4	4850	Con B 7	4	5 x6	40.0	Pw	Zen	Vac	Eis	Br-L 60	C	4	Tim 66700 S	Wo	53.5	RV	Dr	175	8100	36x5S	36x12S
Brockway 120	2	1990	Con 30 B	6	4 x4⅛	38.4	Pb	Zen	P	Aut	Br-L 35	U	4	Tim 54100	Sp	—	4	Tr	156	5200	32x6	32x6D
Brockway 140	2	2495	Con 30 B	6	4 x4⅛	38.4	Pb	Zen	P	Aut	Br-L 35	U	4	Wis 4916 L	2R	—	4W	Tr	156	5500	32x6	32x6D
Brockway 290	7	7250	Con 36 B	6	4¾x5¾	54.15	Pb	Str	P	L-N	Br-L 70-7	C	7	Tim 68703 D	Wo	—	4W	Dr	182	10750	38x7	40x14S
Brockway 640	10	9700	Con 36 B	6	4¾x5¾	54.15	Pb	Str	P	L-N	Br-L 70-7	C	7	Tim S W 400	Wo	—	4W	Dr	212	14000	38x7	36x10S
Brockway T	5-7	5200	Con B 7	4	5 x6	40.0	Pw	Zen	Vac	Eis	Br-L 60	C	4	Tim 68700	Wo	53.5	R	Dr	175	10065	36x6S	36x14S
Chevrolet	½	365	Own	6	3⅛x3¾	26.3	CS	Car	P	DR	Own	U	3	Own	Sp	13.61	4	R	107	1835	4.75x19	4.75x19
Chevrolet	1½	520	Own	6	3⅛x3¾	26.3	CS	Car	P	DR	Own	U	4	Own	Sp	33.46	4	R	131	2375	30x5	30x5
Day Elder M F	1¼	1345	Con 16-C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Br-L	U	4	Tim 52000 H	Sp	24.2	4	D	135	3500	30x5	30x5
Day Elder G F	1½	2050	Con 16-C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Br-L	U	4	Tim 54000 H	Sp	28.3	4	D	156	4400	30x5	30x5D
Day Elder H F	2	2500	Con 16-C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Br-L 35	U	4	Tim 63702 H	Wo	40.7	4	D	156	4900	S34x4	S34x7
Day Elder J F	3	3900	Con 18 R	6	4 x4½	38.4	Pb	Zen	Vac	DR	Br-L 51	U	4	Tim 65001 H	Wo	41.5	4	D	156	7000	34x7	34x7D
Day Elder K F	4-5	5000	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	Vac	DR	Br-L 60	C	4	Tim 66702 DH	Wo	55.2	4	D	162	9200	S36x5	S36x12
Day Elder N 6 W	7	6000	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	Vac	DR	Br-L 60	C	7	Tim SW 200 H	Wo	73.6	6	D	204	10000	34x7	34x7D
Diamond T 200	1	785	Bud	4	3¾x4½	22.5	Pw	Zen	P	Aut	W-G	U	4	Cla	Sp	—	4	D	128½	3050	30x5	30x5
Diamond T 215	1	885	Bud	6	3⅜x4	27.3	Pw	Zen	P	Aut	W-G	U	4	Cla	Sp	—	4	D	135⅛	3150	30x5	30x5
Diamond T 290	1½	1475	Her WXA 2	6	3½x4½	29.4	Pb	Zen	Vac	Aut	Cov	U	4	Col	Sp	—	4	D	156¼	4160	30x5	30x5D
Diamond T 303	2	1745	Her WXB	6	3¾x4½	33.7	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	—	4	D	160¾	4850	32x6	32x6D
Diamond T 551	2½	2250	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	—	4	D	168	5600	32x6	32x6D
Diamond T 503	2½	2660	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Wo	—	4	D	174	6200	34x7	34x7D
Diamond T 506	2½	2820	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	Aut	Cov	U	4	Wis	2R	—	4	D	172½	6300	34x7	34x7D
Diamond T 602	3	3440	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Cov	C	4	Tim	Wo	—	4	D	169½	7500	36x8	36x8D
Diamond T 606	3	3500	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Cov	U	4	Wis	2R	—	4	D	186	7500	36x8	36x8D
Diamond T 700	3½	3740	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Cov	C	4	Tim	Wo	—	R	D	162	8100	S36x5	S36x10
Diamond T 801	4	4140	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Br-L	C	7	Own	Wo	—	6WH	D	189½	8300	36x8	4 wh 36x8
Diamond T 1000	5	4420	Her YXC 2	6	4½x4¾	48.6	Pb	Zen	Gra	Aut	Br-L	C	4	Tim	Wo	—	R	D	170½	9700	S36x6	S40x12
Diamond T 1200	6	5600	Her YXC 2	6	4½x4¾	48.6	Pb	Zen	Gra	Aut	Br-L	C	7	Tim	Wo	—	4RW	D	180	11000	34x7	4 w h 34x7D
Diamond T 1600	8	6220	Her YXC 3	6	4⅝x4¾	51.3	Pb	Zen	Gra	Aut	Br-L	C	7	Tim	Wo	—	4W	D	190	11700	36x8	4 wh 36x8D
Diamond T 2500	10-12	8000	Wak 6 RB	6	5 x5¾	60	Pb	Zen	Gra	Mag	Br-L	C	7	Tim	Wo	—	4W	D	194	13100	S36x7	4 wh 36x12S
Dodge Bros. U-1	½	545	Own	4	3⅝x4¼	21.3	Pb	Car	Vac	NE	Own	U	3	Own	Sp	14.28	4	D	109	1900	5.00x20B	5.00x20B
Dodge Bros. U-1	¾	695	Own	4	3⅝x4¼	21.3	Pb	Car	Vac	NE	Own	U	3	Own	Sp	21.68	4	D	124	2260	5.50x20B	5.50x20B
Dodge Bros. U-1	1	795	Own	4	3⅝x4¼	21.3	Pb	Car	Vac	NE	Own	U	4	Own	Sp	36.136	4	D	133	2590	6.00x20B	32x6
Dodge Bros. DA1	¾	795	Own	6	3⅜x3⅞	27.3	Pb	Zen	Vac	NE	Own	U	3	Own	Sp	19.21	4	D	124	2360	5.50x20B	5.50x20B
Dodge Bros. DA1	1	895	Own	6	3⅜x3⅞	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	33.45	4	D	133	2690	6.00x20B	32x6
Dodge Bros. DA1	1	1095	Own	6	3⅜x3⅞	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	36.83	4	D	140	2955	30x5	30x5
Dodge Bros. DA1	1½	1365	Own	6	3⅜x3⅞	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	36.83	4	D	150	3695	32x6	32x6
Dodge Bros. DA1	1½	1415	Own	6	3⅜x3⅞	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	36.83	4	D	165	3810	32x6	32x6
Dodge Bros. DB1	2	1595	Own	6	3⅜x4½	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	36.83	4	D	150	3930	32x6	34x7
Dodge Bros. DB1	2	1645	Own	6	3⅜x4½	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	36.83	4	D	165	4070	32x6	34x7
Dodge Bros. DB1	3	1845	Own	6	3⅜x4½	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	46.31	4	D	135	4235	32x6	32x6D
Dodge Bros. DB1	3	1895	Own	6	3⅜x4½	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	41.43	4	D	165	4520	32x6	32x6D
Dodge Bros. DB1	3	1945	Own	6	3⅜x4½	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	46.31	4	D	185	4715	32x6	32x6D
Dover	¾	445	Own	6	2⅞x4½	18.2	CS	Mar	Vac	Aut	Own	U	3	Own	Sp	17.8	4	4	110	2150	30x5	31x5.50
Durant Com. Chassis	½	495	Con	4	3⅜x4¼	18.2	Pb	Til	Vac	Aut	Own	C	3	Own	Sp	16.16	4	4	107	1670	28x4.75	28x4.75
Fargo Packet	½	545	Own	6	3 x4⅛	21.6	Pb	Str	Vac	NE	Own	U	3	Own	Sp	14.29	4	Tr	——	1835	5.00x19	5.00x19
Fargo Clipper	¾	725	Own	6	3⅛x4¼	23.4	Pb	Str	Vac	DR	Own	U	3	Own	Sp	15.53	4	Tr	——	2325	5.50x18	5.50x18
Fargo Freighter	1	795	Own	6	3 x4⅛	21.6	Pb	Str	Vac	NE	Own	U	4	Own	Sp	37.19	4	Tr	——	2785	6.00x20	32x6
Federal 4FW	1	980	Wak X A	4	3½x4½	19.6	Pb	Zen	Vac	DR	W-G T9	U	4	Cla B370	Sp	40.8	4	Tr	127	2975	30x5	30x5
Federal E6	1	1090	Con 17 E	6	3⅜x4	27.3	Pb	Zen	P	DR	W-G T9	U	4	Cla B370	Sp	34.6	4	Tr	132	3120	30x5	30x5
Federal F7	1½	1525	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	P	DR	Own	U	4	Tim 52005H	Sp	24.3	4	Tr	132	3765	30x5	30x5D
Federal A6	2	1855	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Own	C	4	Cla B610	Sp	38.5	4	Tr	151	4580	32x6	32x6D
Federal A6T	2½	2185	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Own	C	4	Tim 58000H	Sp	41.3	4	Tr	151	4950	32x6	32x6D
Federal A 6 T W	2½	2360	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Own	C	4	Tim 65001 H	Wo	42.0	4	Tr	151	4950	32x6	32x6D
Federal T10B	2½-3	2740	Con 16 R	6	4 x4¼	38.4	Pb	Zen	P	DR	Own	C	4	Tim 58000H	Sp	36.3	4	Tr	165	6600	34x7	34x7D
Federal T10W	2½-3	2915	Con 16 R	6	4 x4¼	38.4	Pb	Zen	P	DR	Own	C	4	Tim 65001H	Wo	44.0	4	Tr	165	6600	34x7	34x7D
Federal U6	3-3½	3860	Con 18 R	6	4 x4½	38.4	Pb	Str	P	DR	Br-L 55	C	7	Tim 65706HP	Wo	64.6	4	D	165	7210	34x7	34x7D
Federal 4C6A	4-5	4735	Con 20 R	6	4⅛x4¾	40.8	Pb	Zen	P	DR	Br-L 55	C	7	Tim 66704HP	Wo	73.6	4	D	192	8330	36x8	36x8D
Federal 4C6AB	4-5	4960	Con 20 R	6	4⅛x4¾	40.8	Pb	Zen	P	DR	Br-L 55	C	7	Tim 66704TWP	Wo	73.6	4	D	192	8600	36x8	36x8D
Federal X8	7½	5085	Con B 7	4	5 x6	40	Pw	Zen	Vac	AB	Br-L 60	C	7	Tim 68700DP	Wo	110.9	R	D	162	9750	36x6S	40x14S
Federal X8R	7½	5810	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	P	DR	Br-L 60	C	7	Tim 68700DP	Wo	110.9	R	D	162	10000	40x8	40x8D
**Ford A A	1½	520	Own	4	3⅞x4¼	24.0	Sp	Zen	Gra	Own	Own	U	4	Own	St	42.24	4	R	131½	2792	6.00x20	32x6
F. W. D.—H	1½	3300	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	Eis	Cotta	C	4	Own	St	38.1	4	R	121	5300	34x7	34x7
F. W. D.—H 6	2	3425	Wak	6	3½x4½	29.4	Pb	Zen	Vac	Eis	Br-L	U	4	Own	St	35.0	4	R	133	5500	34x7	34x7
F. W. D.—BTL 4	2	3900	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	Eis	Br-L	C	7	Own	St	84.7	4	R	120	6000	36x8	36x8
F. W. D.—HH 6	2½	4000	Wak	6	3¾x4½	33.7	Pb	Zen	Vac	Eis	Br-L	C	7	Own	St	101.0	4	R	133	5700	36x8	36x8
F. W. D.—B	3	4200	Own	4	4¾x5½	36.1	Pb	Str	Gra	Eis	Own	C	3	Own	St	35.6	4	R	124	6460	36x6S	36x6S
F. W. D.—B 5	3	4525	Own	4	4¾x5½	36.1	Pb	Str	Gra	Eis	Own	C	5	Own	St	88.6	4	R	132	6800	36x6S	36x6S
F. W. D.—B T	3	4742	Own	4	4¾x5½	36.1	Pb	Str	Vac	Eis	Own	C	5	Own	St	101.0	4	R	133¾	7700	40x7S	40x5SD
F. W. D.—U 4	3	4575	Own	4	4¾x5½	36.1	Pb	Str	Vac	Eis	Own	C	5	Own	St	88.6	4	R	148	7000	36x6S	36x6S
F. W. D.—U 6	3½	4575	Wak	6	4 x4¾	38.6	Pb	Zen	Vac	Eis	Own	C	5	Own	St	88.6	4	R	148	7200	36x6S	36x6S
*F. W. D.—X 6	6	6500	Wak	6	4¼x4¾	43.3	Pb	Zen	Vac	Eis	Own	C	5	Own	St	88.6	4	4	170	9500	36x8	36x8
Garford Series S 11	1	1600	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Col	Sp	25.5	4	D	142	3900	30x5	30x5
Garford Series S 11	1½	1900	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4300	30x5	D30x5
Garford Series 40	1½	2990	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4700	34x5	D34x5
Garford Series S 11	2	2030	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4500	32x6	D32x6
Garford Series 40	2	3240	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4900	36x6	D36x6
Garford Series 40	2½	3240	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	5100	36x6	D36x6
Garford Series 60	2½	4580	Bud B U S	6	4 x5⅛	38.4	PC	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7000	36x6	D36x6
Garford Series 60	3	4680	Bud B U S	6	4 x5⅛	38.4	PC	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7100	36x6	D36x7
Garford Series 80	3½	5250	Bud B A 6	6	4⅛x5⅛	40.8	PC	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	93.2	4	D	175	8200	S36x6	S36x12

1930 COMMERCIAL CARS BUILT IN THE UNITED STATES

Make and Model	Capacity—Tons	Chassis Price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For.	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
Garford Series 80	4	5330	Bud B A 6	6	4⅛x5⅛	40.8	PC	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	98.2	4	D	175	8400	S36x6	S36x14
Gen. Mot. T11-1001	*3800	625	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Pontiac	Sp	14.7	4	4	109⅝	1980	5.00x19B	5.50x19B
Gen. Mot. T15-1501	*5400	695	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Tim 51500	Sp	16.09	4	4	130	2625	5.50x20B	5.50x20B
Gen. Mot. T17-1701	*5500	735	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Tim 51505	Sp	16.04	4	4	130	2650	6.50x20B	6.50x20B
Gen. Mot. T17-1707	*6500	750	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Tim 51505	Sp	16.04	4	4	130	2670	5.50x20B	32x6
Gen. Mot. T19-2201	*6300	895	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	34.45	4	D	130	2850	5.50x20B	32x6
Gen. Mot. T19-2214	*8500	985	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	34.45	4	D	130	2925	30x5	30x5D
Gen. Mot. T25-2501	*6800	1235	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	29.62	4	D	130	3375	6.00x20B	7.50x20B
Gen. Mot. T25-2509	*8500	1280	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	29.62	4	D	130	3425	30x5	30x5D
Gen. Mot. T30-3206	*9000	1555	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1617	Sp	28.6	4	D	141	4450	6.00x20B	8.25x20B
Gen. Mot. T30-3203	*11000	1605	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1617	Sp	28.6	4	D	141	4525	32x6	32x6D
Gen. Mot. T42-4206	*10600	1735	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1717	Sp	33.38	4	D	141	4575	7.00x20B	9.00x20B
Gen. Mot. T42-4203	*14000	1960	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1717	Sp	33.38	4	D	141	4905	36x6	36x6D
Gen. Mot. T44-4401	*12000	1965	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat T44DR	2R	40.89	4	D	141	4825	32x6	32x6D
Gen. Mot. T44-4404	*15000	2095	Buick	6	3⅞x4⅝	28.3	Pb	Mar	P	DR	Mun	U	4	Eat T44DR	2R	40.89	4	D	141	5095	34x7	34x7D
Gen. Mot. T60-6202	*16500	3035	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Mun	U	4	Tim 65706	Wo	52.53	4	D	154⅛	6925	34x7	34x7D
Gen. Mot. T60-6205	*18500	3125	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Mun	U	4	Tim 65706	Wo	52.53	4	D	154¼	6925	9.00x20B	9.00x20DB
Gen. Mot. T82-8202	*19000	3795	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim 66704	Wo	84.91	4	D	155	7500	9.00x20B	9.00x20DB
Gen. Mot. T82-8207	*22000	4070	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim 66704	Wo	84.91	4	D	155	7850	38x7	38x9D
Gen. Mot. T90-9001	*23000	5885	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim SW-200	Wo	75.04	WR	D	185¼	9400	7.50x20B	7.50x20D
Gen. Mot. T90-9004	*28000	6055	Buick	6	3¾x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim SW-200	Wo	75.04	WR	D	185¼	9775	8.25x20B	8.25x20DB
*Gramm B	1½	1495	Lyc 4 SL	6	3¼x4½	25.3	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	34.3	4	Tr	140	3800	30x5	30x5D
*Gramm C	2	1795	Lyc ASA	6	3⅝x4½	31.54	Pb	Zen	P	Aut	Cov	U	4	Tim	Sp	31	4	Tr	160	4820	32x6	32x6D
*Gramm D	2½	2195	Lyc TS	6	3⅞x5	36	Pb	Zen	P	Aut	Cov	U	4	Tim	Sp	33	4	Tr	160	5100	32x6	32x6D
*Gramm E	3	2595	Lyc TS	6	3⅞x5	36	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	35	4	R	150	5200	34x7	34x7D
*Gramm EY	3	3595	Con 20 R	6	4⅛x4¾	40.80	Pb	Zen	P	Aut	Ful	U	4	Tim	Sp	30	4	D	190	6750	32x6	32x6D
*Gramm GY	4	4345	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	28	4	D	210	7200	34x7	34x7D
*Gramm HY	5	6545	Con 16 H	6	4¾x5¾	54.15	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	25.2	4	D	236	9600	36x8	36x8D
*Gramm O-35	3	3595	Lyc TS	6	3¾x5	36	Pb	Zen	P	Aut	Ful	C	8	Wis	2R	71.2	D	R	153	7200	36x5S	36x10S
*Gramm O-45	4	3995	Lyc TS	6	3⅞x5	36	Pb	Zen	P	Aut	Ful	C	8	Wis	2R	75.8	D	R	153	7700	36x5S	36x12S
*Gramm O-60	5	4745	Lyc TS	6	3⅞x5	36	Pb	Zen	P	Aut	Ful	C	8	Wis	2R	78.4	D	R	153	8800	36x6S	36x14S
*Gramm T-38	3	3595	Lyc TS	6	3⅞x5	36	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	45	D	R	153	7200	36x5S	36x10S
*Gramm T-48	4	3995	Lyc TS	6	3⅞x5	36	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	47	D	R	153	7700	36x5S	36x12S
Indiana 64	1	1195	Con 27 B	6	3⅜x4⅝	27.3	Pb	Str	Vac	Aut	Br-L 20	U	3	Col 36020	Sp	21.3	4	Tr	137	3435	30x5	30x5
Indiana 74	1¼	1290	Con 27 B	6	3⅜x4⅝	27.3	Pb	Str	Vac	Aut	Br-L 20	U	4	Col 36020	Sp	25.6	4	Tr	137	3450	32x6	32x6
Indiana 89	1½	1525	Con 27 B	6	3⅜x4⅝	27.3	Pb	Str	Vac	Aut	Br-L 20	U	4	Col 55002	Sp	25.6	4	Tr	149	3650	32x6	32x6
Indiana 11	1¼	1425	Her OX	4	4 x5	25.6	Pb	Str	Gra	Aut	Br-L 31	U	3	Cla B 365	Sp	24.48	R	R	129½	3500	30x5	30x5
Indiana 111	1½	1630	Her OX	4	4 x5	25.6	Pb	Str	Gra	Aut	Br-L 31	U	3	Cla B 509	Sp	26.4	R	R	129½	3600	30x5	32x6
Indiana 111 XW	2	1850	Her OXP	4	4 x5	25.6	Pb	Str	Vac	Eis	Br-L 35	U	4	Wis 4611	2R	30.14	R	Tr	120	3740	32x6	32x6D
Indiana 120	2	1990	Con 30 B	6	4 x4⅛	38.4	Pb	Str	P	Aut	Br-L 35	U	4	Tim 54003 H	Sp	—	4	Tr	156	5200	32x6	32x6D
Indiana 140	2	2495	Con 30 B	6	4 x4⅛	38.4	Pb	Str	P	Aut	Br-L 35	U	4	Wis 4916 L	2R	—	4V	Tr	156	5500	32x6	32x6D
Indiana 115 A	2½	2740	Her OXCP	4	4¼x5	28.9	Pb	Str	Vac	Eis	Br-L 35	U	4	Cla B 720	Sp	42.99	R	Tr	132	4970	32x6	34x7D
Indiana 615 A	2½	3070	Wis Y	6	3⅜x5	27.34	Pb	Str	Vac	Eis	Br-L 35	U	4	Cla B 720	Sp	46.29	R	Tr	136	5160	32x6	34x7D
Indiana 126	3	3780	Her L	4	4½x3¾	32.4	Pb	Str	Vac	Eis	Br-L 55-7	C	7	Tim 65704 S P	Wo	80.7	R	J	162½	7400	36x5S	36x10S
Indiana 626	3	4185	Wis H	6	4 x5	38.40	Pb	Str	Vac	Eis	Br-L 55-7	C	7	Tim 65704 S P	Wo	73.6	R	J	168½	7625	36x5S	36x10S
Indiana 627	3	3725	Wis H	6	4 x5	38.40	Pb	Str	Vac	Aut	Br-L 55-4	U	4	Cla B 720	Sp	42.8	R	D	168¾	6500	32x6	38x9
Indiana 127 AW	3	3775	Her K	4	4¼x5	28.90	Pb	Str	Vac	Eis	Br-L 51-5	U	5	Wis 1228	2R	41.72	RV	D	158¼	7000	34x7	34x7D
Indiana 627 AW	3	4075	Wis H	6	4 x5	38.40	Pb	Str	Vac	Eis	Br-L 51-5	U	5	Wis 1228	2R	41.72	RV	D	156¼	7200	34x7	34x7D
Indiana 638	4	4955	Wis H	6	4 x5	38.40	Pb	Str	Vac	Eis	Br-L 60-7	C	7	Tim 66700 S P	Wo	83.1	R	J	174¼	8100	36x5S	36x12S
Indiana 290	7	7250	Con 36 B	6	4¾x5¾	54.15	Pb	Str	P	L-N	Br-L 70-7	C	7	Tim 68703 E	Wo	—	4W	D	182	10750	38x7	40x14S
Indiana 640	10	9700	Con 36 B	6	4¾x5¾	54.15	Pb	Str	P	L-N	Br-L 70-7	C	7	Tim 6 Wh	Wo	—	4RW	D	212	14000	38x7	36x10S
International AW-1	¾	720	Wak X A	4	3½x4½	19.6	Pb	Zen	Vac	DR	MM	V	3	Eat 517	Sp	17.4	4	2	136	2620	5.25x20	5.25x20
Int. Harvester Sp. Del.	¾	720	Wak X A	4	3½x4½	19.6	Pb	Zen	Vac	DR	Mec	U	3	Eat 502 R	Sp	15.1	4	2	124	2200	30x5.25	30x5.25
Int. Harv. 6 Spd. Spec.	1	820	Wak X A	4	3½x4½	19.6	Pb	Zen	Vac	DR	Mec	U	3	Eat 1124	Sp	*52.6	4	2	124	2430	30x5	30x5
Int. Harvester S-24	1¼	1160	Lyc C T	4	3¾x5	22.5	Pw	Zen	Vac	DR	Own	U	3	Eat 1002	Sp	21.3	4	2	130	3200	30x5	30x5
Int. Harvester S-26	1¼	1310	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	DR	Own	U	3	Eat 1002	Sp	21.3	4	2	130	3250	30x5	30x5
Int. Harvester SF-34	1½	1450	Lyc C T	4	3¾x5	22.5	Pw	Zen	Vac	DR	Own	U	3	Eat 1502	Sp	22.6	4	2	*140	3520	30x5	32x6
International AL-3	1½	1450	Lyc SLH	6	3¼x4½	25.3	Pb	Zen	Vac	DR	W-G	V	4	Eat 1518	Sp	42.9	4	2	138	4300	6.00x20	6.00x20D
Int. Harvester SF-36	1½	1600	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	DR	Own	U	3	Eat 1502	Sp	22.6	4	2	*140	3570	30x5	32x6
Int. Harvester SD-44	2	1590	Lyc C T	4	3¾x5	22.5	Pw	Zen	Vac	AB	Own	U	4	Eat 2002	Sp	40.6	4	2	117	3700	30x5	32x6
Int. Harvester SD-46	2	1740	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	AB	Own	U	4	Eat 2002	Sp	40.6	4	2	117	3750	30x5	32x6
Int. Harvester SF-46	2	1950	Lyc 4 S L	6	3¼x4½	25.3	Pb	Zen	Vac	DR	Own	U	4	Eat 2002	Sp	40.6	4	2	*140	4000	32x6	32x6D
Int. Harvester A-4	2	1985	Own-FBB	6	3⅝x4½	31.5	Pb	Zen	Vac	DR	Own	U	5	Eat 1712	Sp	47.8	4	2	*145	5070	32x6	32x6D
Int. Harvester A-5	3	2550	Own-FBB	6	3⅝x4½	31.5	Pb	Zen	Vac	DR	Own	U	5	Eat 2112	Sp	52.6	4	2	*156	5606	34x7	34x7D
Int. Harvester HS-54	2½	3850	Hall-S 151	4	4¼x5½	28.9	Pb	Zen	Vac	RB	Own	U	5	Eat 54	2R	60.5	4	4	*148	8000	36x5S	36x8S
Int. Harvester HS-54-C	2½	3850	Hall-S 151	4	4¼x5½	28.9	Pb	Zen	Vac	RB	Own	U	5	Own A M 428	Ch	63.8	4	4	*148	8665	36x5S	36x10S
Int. Harvester W-1	2½	3850	Hall-S 151	4	4¼x5½	28.9	Pb	Zen	Vac	RB	Own	U	5	Eat 58	2R	60.5	4	2	*148	8300	36x5S	36x8S
Int. Harvester HS-74	3½	4850	Hall-S 152	4	4¾x5½	36.1	Pb	Zen	Vac	RB	Own	U	5	Eat 74	2R	70.5	4	4	*160	10700	36x5S	40x12S
Int. Harvester HS-74-C	3½	4850	Hall-S 152	4	4¾x5½	36.1	Pb	Zen	Vac	RB	Own	U	5	Own A M 427	Ch	79.1	4	4	*160	11000	36x6S	40x12S
Int. Harvester W-3	3½	4850	Hall-S 152	4	4¾x5½	36.1	Pb	Zen	Vac	RB	Own	U	5	Eat 78	2R	70.5	4	2	*160	10125	36x6S	40x12S
Int. Harv's'r HS-104-C	5	5500	Hall-S 152	4	4¾x5½	36.1	Pb	Zen	Vac	RB	Own	U	5	Own A M 427	Ch	90.5	4	4	*160	11095	36x6S	40x14S
La France-Repub. A-1	*6000	990	Lyc	6	2⅞x4¾	19.8	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	36.1	4	Tr	132	3000	5.50x20	32x6
La France-Repub. C-1	*7000	1295	Lyc	6	3¼x4½	25.4	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.1	4	Tr	144	3300	6.00x20	32x6
La France-Repub. D-1	*9000	1595	Lyc	6	3¼x4½	25.4	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	37.9	4	Tr	144	3725	30x5	30x5D
La France-Repub. F-2	*13000	2395	Lyc	6	3⅝x5	31.5	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	40.1	4	D	174	5870	32x6	32x6D
La France-Repub. H-1	*15000	2985	Lyc	6	3⅞x5	36.0	Pb	Zen	Vac	Aut	Ful	U	4	Eat	Sp	36.0	4	D	163	5850	34x7	34x7D
La France-Repub. L-1	*18000	3595	Lyc	6	3⅞x5	36.0	Pb	Zen	Vac	Aut	Ful	U	4	Eat	2R	48.0	4	D	180	6900	36x8	36x8D
La France-Repub. M-1	*20000	3800	Wak	6	4 x4¾	38.4	Pb	Zen	Vac	Aut	Ful	U	5	Eat	2R	62.3	R	D	171	6900	36x8	36x8D
Mack AB	2½-3	3950	Own	4	4¼x5	28.9	Pb	Str	Gra	RB	Own	U	4	Own	2R	Opt	R	D	2-Opt	—	36x4S	36x8S
††Mack BJ	3½-5	6150	Own	6	4½x5½	48.6	Pb	Str	Vac	NE	Own	C	4	Own	2R	Opt	4	D	3-Opt	—	36x8	36x8D
††Mack AK	3½-5	5150	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	4	J	3-Opt	—	36x5S	36x5DS
††Mack AK	3½-5	5250	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	C	4	Own	2R	Opt	4	D	3-Opt	—	36x5S	36x5DS
††Mack AC	3½-5	4950	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	J	R	3-Opt	—	36x5S	40x10S
††Mack AC	5½-7	5500	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	J	R	3-Opt	—	36x6S	40x12S
††Mack AC	7½	6000	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	J	R	3-Opt	—	36x7S	40x14S
††Mack AP	7½	9500	Own	6	5 x6	60.0	Pb	Str	Gra	NE	Own	J	4	Own	Ch	Opt	R	J	191	—	36x7S	40x8DS
Mack BL	1	2500	Own	6	3¼x5	25.39	Pw	Str	Vac	NE	Own	U	4	Own	Sp	Opt	4	D	148	—	B6.00x20	DB6.00x20
††Mack BG	1½	3000	Own	6	3⅝x5	31.57	Pw	Str	Vac	NE	Own	U	4	Own	Sp	Opt	4	D	138-156	—	32x6	D32x6
††Mack AB	2½-3	3500	Own	4	4¼x5	28.9	Pb	Str	Gra	RB	Own	U	4	Own	Ch	Opt	R	D	2-Opt	—	36x4S	36x8S
Mack AB	2½-3	4750	Own	6	3⅝x5	31.57	Pw	Str	Vac	NE	Own	U	4	Own	2R	Opt	R	D	2-Opt	—	34x7	D34x7
††Mack AB	2½-3	4300	Own	6	3⅝x5	31.57	Pw	Str	Vac	NE	Own	U	4	Own	Ch	Opt	R	D	2-Opt	—	34x7	D34x7
††Mack BC	3½-4	5250	Own	6	4 x5½	38.4	Pb	Str	Vac	NE	Own	U	4	Own	2R	Opt	4	D	2-Opt	—	34x7	D36x8
††Mack BC	3½-4	4250	Own	4	4¼x5	28.9	Pb	Str	Gra	RB	Own	U	4	Own	2R	Opt	4	D	2-Opt	—	36x5S	36x5DS
Mack AC 6-wheel	10	7500	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	4R	J	3-Opt	—	36x7S	40x12S
Mack AP 6-wheel	10	12000	Own	6	5 x6	60.0	Pb	Str	Gra	NE	Own	J	4	Own	Ch	Opt	4R	J	3-Opt	—	36x7	40x12S
Paige	¾	860	Own	6	3¼x4½	25.35	Pb	DL	P	DR	W-G	U	3	Sal	Sp	17.36	4	Tr	115	2465	B5.50x19	B5.50x19
Relay Series S 11	1	1700	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Own		25.7	4	D	142	4050	30x5	30x5
Relay Series S 11	1½	1900	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Own		25.7	4	D	162	4500	30x5	D30x5
Relay Series 40	1½	2990	Bud D S 6	6	3⅝x5	31.2	PC	Zen	Vac	Aut	Br-L	U	4	Own		34.5	4	D	168	5300	34x5	D34x5
Relay Series S 11	2	2030	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Own		30.0	4	D	162	4700	32x6	D32x6
Relay Series 40	2	3240	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Own		34.5	4	D	168	5500	36x6	D36x6
Relay Series 50	2	3860	Bud D W 6	6	3¾x5	33.7	PC	Zen	Vac	Aut	Br-L	U	5	Own		58.5	4	D	161	6800	36x6	D36x6
Relay Series 40	2½	3240	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Own		34.5	4	D	168	5700	36x6	D36x6
Relay Series 50	2½	3950	Bud D W 6	6	3¾x5	33.7	PC	Lon	Vac	Aut	Br-L	U	5	Own		58.5	4	D	161	7000	36x6	D38x7
Relay Series 60	2½	4530	Bud B U S	6	4 x5⅛	38.4	PC	Lon	Vac	Aut	Br-L	U	5	Own		58.5	4	D	175	7350	36x6	D36x6
Relay Series 50	3	4130	Bud D W 6	6	3¾x5	33.7	PC	Lon	Vac	Aut	Br-L	U	5	Own		58.5	4	D	161	7200	36x6	D40x8
Relay Series 60	3	4595	Bud B U S	6	4 x5⅛	38.4	PC	Lon	Vac	Aut	Br-L	U	5	Own		58.5	4	D	175	7500	36x6	D38x7
Relay Series 80	3	5250	Bud B A 6	6	4⅛x5⅛	40.8	PC	Lon	Vac	Aut	Br-L	U	8	Own		84.18	4	D	175	8400	36x6	S40x10
Relay Series 60	3½	4745	Bud B U S	6	4 x5⅛	38.4	PC	Lon	Vac	Aut	Br-L	U	5	Own		58.5	4	D	175	7800	38x7	D40x8
Relay Series 80	3½	5330	Bud B A	6	4⅛x5⅛	40.8	PC	Lon	Vac	Aut	Cov	C	8	Own		84.18	4	D	175	8600	36x6	S40x12
Relay Series 80	4	5380	Bud B A	6	4⅛x5⅛	40.8	PC	Lon	Vac	Aut	Cov	C	8	Own		84.18	4	D	175	8800	38x7	S40x14
Reo 15 Junior	½	785	Con 16 E	6	3⅜x4	27.3	Pb	Sch	P	DR	W-G	U	3	Sal	Sp	14.63	4	Tr	115	2290	6.00x18	6.00x18
Reo D A	1	995	Con 16 E	6	3⅜x4	27.3	Pb	Sch	Vac	DR	W-G	U	3	Own	Sp	18.4	4	Tr	123	2755	30x5	30x5

Major Specifications and Mechanical Details of 1930 Commercial Cars Built in the United States

Make and Model	Capacity—Tons	Chassis Price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For.	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
Reo D F	1	1095	Own C B	6	3⅜x5	27.3	Pb	Sch	P	DR	Own	U	3	Own	Sp	17.1	4	Tr	135	3200	6.00x20	32x6
Reo F A	1½	1295	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	22.96	4	Tr	137	3525	32x6	32x6
Reo F E	1½	1395	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	22.96	4	Tr	152	3700	32x6	32x6
Reo F H	2	1595	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.6	4	Tr	142	4165	32x6	32x6D
Reo F C	2	1645	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.62	4	Tr	152	4025	32x6	32x6D
Reo F D	2	1745	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.62	4	Tr	168	4075	32x6	32x6D
Reo G A	3	*035	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	41.05	4	Tr	163	4625	32x6	32x6D
Reo G C	3	2140	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	41.05	4	Tr	179	4850	32x6	32x6D
Reo G D	3	1985	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	46.2	4	Tr	144	4570	32x6	32x6D
Rugby ½ T	½	655	Con	6	3¼x4	25.4	Pb	Str	AC	Aut	Own	U	3	Own	Sp	15.6	4	4	—	2160	29x5	29x5
Rugby 6-15	1	865	Con	6	3¼x4	25.4	Pb	Str	AC	Aut	Br-L	U	4	Sal	Sp	34.49	4	Tr	135	2900	20x5.50	32x6
Selden 7 C	1	1098	Con	6	2⅜x4¾	19.84	Pb	Zen	Vac	Aut	BB	U	3	Tim	Sp	—	4	D	124	3600	30x5	30x5
Selden 17 C	1½	1500	Con	6	3⅜x4	27.3	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	142	3900	32x6	32x6
Selden 317 C	1½	3900	Con	6	3⅜x4⅝	27.34	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	142	3900	32x6	32x6
Selden 37 C	2	1935	Con	6	3⅜x4⅝	27.34	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	151	4800	32x6	32x6D
Selden 39 C	2½	2920	Con	6	4 x4⅛	38.4	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	164	5800	32x6	32x6D
Selden 47 C B	3½	3785	Con	6	4 x4½	38.4	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	171	7200	34x7	34x7D
Selden 47 C D	4	4435	Con	6	4 x4½	38.4	Pb	Str	Vac	Aut	Br-L	U	5	Wis	2R	—	4	D	171	7600	36x8	36x8D
Selden 67 C	5	4975	Con	6	4⅜x4¾	45.94	Pb	Str	Vac	Aut	Br-L	U	7	Wis	2R	—	4	D	171	8700	36x8	36x8D
Selden 77	7	7365	Con	6	4¾x5¾	54.15	Pb	Str	Vac	Aut	Br-L	U	7	Wis	2R	—	4	D	178	12600	36x7	40x7D
Service Series S 11	1	1600	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Col	Sp	25.5	4	D	142	3900	30x5	30x5
Service Series S 11	1½	1900	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4300	30x5	D30x5
Service Series 40	1½	2990	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4700	34x5	D34x5
Service Series S 11	2	2030	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4500	32x6	D32x6
Service Series 40	2	3240	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4900	36x6	D36x6
Service Series 40	2½	3240	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	5100	36x6	D36x6
Service Series 60	2½	4580	Bud B U S	6	4 x5⅛	38.4	PC	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7000	36x6	36x6
Service Series 60	3	4680	Bud B U S	6	4 x5⅛	38.4	PC	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7100	36x6	D38x7
Service Series 80	3½	5250	Bud B A 6	6	4⅛x5⅛	40.8	PC	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	98.2	4	D	175	8200	S36x6	S36x12
Service Series 80	4	5330	Bud B A 6	6	4⅛x5⅛	40.8	PC	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	98.2	4	D	175	8400	S36x6	S36x14
Service Series 100	5	5830	Bud B A 6	6	4⅛x5⅛	40.8	PC	Zen	Vac	Aut	Br-L	C	7	Tim	Wo	98.2	4	D	175	9600	S36x6	S40x14
Stewart 30	1	695	Lyc AFE	4	3¾x4½	22.5	Pb	Str	Vac	DR	W-G	U	4	Sal	Sp	—	4	D	130	2905	6.50x20	6.50x20
Stewart 30 X	1	795	Lyc WRG	6	2⅞x4½	19.8	Pb	Str	Vac	DR	W-G	U	4	Sal	Sp	—	4	D	130	2965	6.50x20	6.50x20
*Stewart 16 A	1¼	1195	Lyc CT	4	3¾x5	22.5	Pb	Str	Vac	DR	W-G	U	4	Cla	Sp	24.0	4	D	130	3526	32x6	32x6
*Stewart 16 XA	1¼	1195	Lyc 4 SL	6	3¼x4½	25.3	Pb	Str	Vac	DR	W-G	U	4	Cla	Sp	24.0	4	D	130	3526	32x6	32x6
Stewart 28 X	1½	1495	Lyc 4 SL	6	3¼x4½	25.3	Pb	Str	Vac	DR	Ful	U	4	Cla	Sp	27.3	4	D	136	3840	30x5	30x5D
Stewart 29 X	2	1695	Lyc 4 SL	6	3¼x4½	25.3	Pb	Str	Vac	DR	Ful	U	4	Cla	Sp	27.3	4	D	145	4188	32x6	32x6D
Stewart 26 X W	2	2290	Lyc TF	6	3⅝x5	31.5	Pw	Str	Vac	DR	Ful	U	4	Tim	Wo	29.0	4	D	165	5095	32x6	32x6D
*Stewart 18 X	2½	2690	Lyc TF	6	3⅝x5	31.5	Pw	Str	Vac	DR	Ful	U	4	Tim	Wo	29.0	4	D	165	5788	32x6	32x6D
Stewart 32 X	2½	1990	Lyc ASA	6	3⅝x4¾	31.54	Pw	Str	Vac	DR	Ful	U	4	Cla	Sp	7.25:1	4	D	165	5100	32x6	32x6D
Stewart 33 X	3	3290	Lyc TS	6	3⅞x5	36.2	Pw	Str	Vac	DR	Ful	U	4	Tim	Wo	7.25:1	4	D	165	6450	34x7	34x7D
Stewart 19 X	3½	3690	Lyc TS	6	3⅞x5	36.2	Pw	Str	Vac	DR	Ful	C	12	Tim	Wo	105.1	4	D	165	6990	36x5	36x10
Stewart 31 X	5	4990	Wak 6 RSL	6	4⅜x5⅛	45.9	Pw	Str	Vac	DR	Ful	C	8	Tim	Wo	10.5:1	4	D	165	8400	36x6S	36x6SD
Stewart 27 X	6-7	5700	Wak 6 RSL	6	4⅜x5⅛	45.99	Pw	Str	Vac	DR	Ful	U	8	Tim	Wo	93.81	4	D	165	9927	36x7	40x7D
Studebaker GN-P	¾	845	Own	6	3⅜x4⅛	27.3	Pb	Str	P	DR	Own	U	3	Own	Sp	15.15	4	4	115	2465	6.00x19	6.00x19
Studebaker GN-S	1	1045	Own	6	3⅜x4⅛	27.3	Pb	Str	P	DR	Own	U	3	Own	Sp	13.8	4	D	130	2990	6.00x20	30x5
Studebaker GK-N	1	1095	Own	6	3⅜x4⅝	27.3	Pb	Str	P	DR	Own	U	3	Own	Sp	13.8	4	D	146	3000	30x5	30x5
Studebaker GN-N	*4000	1245	Own	6	3⅜x4⅛	27.3	Pb	Str	P	DR	Cla	U	4	Cla	Sp	33.5	4	D	146	3265	30x5	32x6
Studebaker 77	*12500	2895	Own	8	3½x4⅜	39.2	Pb	Str	P	DR	Ful	U	4	Eat	Sp	24.6	4V	D	158	5030	7.00x20	7.00x20D
Studebaker 88	*12500	3295	Own	8	3½x4⅜	39.2	Pb	Str	P	DR	Ful	U	4	Eat	Sp	24.6	4V	D	184	5200	7.50x20	7.50x20D
Studebaker 99	*14000	3795	Own	8	3½x4⅜	39.2	Pb	Str	P	DR	Ful	U	4	Eat	Sp	24.6	4V	D	184	5680	7.50x20	7.50x20D
Whippet 96 A	½	360	Own 96 A	4	3⅛x4¾	15.6	Pb	Til	Vac	Aut	Own	U	3	Own	Sp	14.74	4	R	103¼	1691	4.75x19	4.75x19
†White 15 B	1	1545	Own GKA	4	3¾x5⅛	22.5	CS	Zen	Vac	L-N	Own	C	4	Own	Sp	18.6	R	R	133½	3242	30x5	30x5
†White 57	1¼	2725	Own GRC	4	4 x5¾	25.6	Pw	Zen	Vac	L-N	Own	U	4	Own	Sp	19.3	R	R	146	3755	32x6	32x6
†White 20 A	1½	2125	Own GKA	4	3¾x5⅛	22.5	CS	Zen	Vac	L-N	Own	C	4	Own	Sp	32.1	R	R	145½	4412	34x5	34x5D
†White 56	2	3125	Own GRC	4	4 x5¾	25.6	Pw	Zen	Vac	Mag	Own	U	4	Own	Sp	26.2	R	D	165	5096	36x4S	36x7S
†White 51 A	2½	3750	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	Sp	35.5	R	D	170	6256	36x5S	36x8S
†White 55	3½	4650	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	IG	66.1	D	R	174	8512	36x5S	40x5SD
†White 52 T	3½	4700	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	IG	76.5	D	R	129½	8236	36x5S	40x5SD
†White 52	5	5100	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	5	Own	IG	92.3	D	R	174	9184	36x6S	40x12S
††White 58	3	4400	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	IG	49.7	4	R	180	7535	36x5S	36x5SD
†White 60	1	1850	Own 2 A	6	3½x4½	29.4	Pw	Zen	Vac	DR	Own	U	3	Own	Sp	17.9	4	D	138	3562	30x5	30x5
†White 61	1½	2450	Own 2 A	6	3½x4½	29.4	Pw	Zen	Vac	DR	Own	U	4	Own	Sp	23.4	4	D	148	4612	30x5	30x5D
†White 59 A	7½	6000	Own 3 A	6	4 x5¼	38.4	Pw	Zen	P	L-N	Own	U	4	Own	Sp	66.5	D	R	155⅛	—	40x8	40x14S
Willys-Knight T-103	1½	825	Own KGT	6	2⅛x4¾	20.7	Pb	Til	Vac	Aut	Cov	U	4	Cla	Sp	42.33	4	B	131	2808	5.50x20	30x5
Willys Six 98 B	½	525	Own 98 B	6	3¼x3⅞	25.35	Pb	Til	Vac	Aut	Own	U	3	Own	Sp	14.28	4	B	110	1903	5.00x19	5.00x19
Willys Six C-101	1½	695	Own 98 B	6	3¼x3⅞	25.35	Pb	Til	Vac	Aut	Cov	U	4	Cla	Sp	36.12	4	B	131	2675	5.50x20	5.50x20

GENERAL NOTATIONS

*†REFERENCE MARKS apply to individual lines only and explanations are given under the subdivision for each company in the "SPECIAL NOTATIONS."

CAPACITIES given in this table are in tons or fractions of tons. *Shows maximum allowable gross weight in pounds.

WHEEL BASES given are standard, but optional wheel bases are available in many cases.

ENGINE—Bud, Buda; Con., Continental; Her, Hercules; Kgt, Knight; Lyc, Lycoming; Wak Waukesha; Wis, Wisconsin. Hall, American Car & Foundry.

LUBRICATION—Pb, pressure lubrication to main and connecting rod bearings; Pw, full pressure lubrication to all bearings, including wrist-pins; CS, circulating splash; Sp, Splash.

CARBURETOR—Car, Carter; Mar, Marvel; Sch, Wheeler-Schebler; Str, Stromberg; DL, Detroit Lubricator; Til, Tillotson; Zen, Zenith-Detroit.

FUEL FEED—Gra, Gravity; Vac, Vacuum tank; P, Fuel pump.

IGNITION — AB, American-Bosch; Aut, Electric Auto-Lite; Eis, Eisemann; L-N, Loece-Neville; N-E, North East; RB, Robert Bosch; D R, Delco-Remy; Mag, Magneto.

TRANSMISSION—Br, L, Brown-Lipe; Cov, Covert; Ful, Fuller; Mec, Mechanics Machine; Mun, Muncie; W-G, Warner Gear; Cotta, Cotta Gear Co.

LOCATION—C, Center, amid; U, in unit with engine.

REAR AXLE—Cla, Clark Equipment; Col, Columbia; Eat, Eaton; Sal, Salisbury; Tim, Timken, Wis, Wisconsin.

FINAL DRIVE—IG, Internal gear; St, Straight bevel; Sp, Spiral bevel; Wo, Worm; 2R, Double reduction; Ch, Chain; Relay, Relay drive.

BRAKES—J, Jack shaft; R, Rear wheels; D, Drive shaft; 4, four-wheel; Tr, Transmission; V, Vacuum booster; W, Westinghouse air brake. B, Both front and rear wheels.

TIRES—B, Balloon; D, Dual; S, Solid.

SPECIAL NOTATIONS

AMERICAN-LA FRANCE

*Chief model also available as 2½-ton model, 34x7 tire, dual rear, weight 6,400. Price $3,900.

Chieftain model also available as Dump Truck. 160-inch wheel base.

Balloon tires optional on Chief, Chieftain and Big Chief models.

AUTOCAR

*Engines in these models are located under the driver's seat.

DAY-ELDER

Models GF and HF also available in 186-inch wheel base.

Model JF also available in the following wheel bases: 185, 180 and 204 inches.

Model KF also available in 202-inch wheel base and tractor 149.

DURANT LINE

*Price includes panel body.

GENERAL MOTORS TRUCK LINE

*Capacity indicated for each chassis is the recommended gross weight without exceeding rated capacity of tires. The tire size does not affect the straight rating for which chassis is guaranteed and each model is designed to operate satisfactorily under average conditions with loads giving a total gross weight (chassis, body, equipment and payload) equal to straight rating given below. The additional standard wheel base lengths, the number of additional tire types (tire combinations—each type carrying a recommended gross weight) and the ton range on a nominal payload basis for each model is given below.

Model	Straight Rating	Additional Wh. Bases, ins.	Addit'l Tire Types	Payl'd Range
T-11	3800	None	None	½
T-15	5400	141	2	¾
T-17	6500	141	6	¾-1¼
T-19	8500	141, 152	16	1-2
T-25	8500	141, 152	11	1-1¾
T-30	11000	152, 164	12	1½-2½
T-42	14000	152, 164, 181	10	2-3½
T-44	15000	152, 164, 181	10	2-4
T-60	18500	166¾, 184½, 200¼	16	2½-4½
T-82	22000	167½, 185¼, 201	10	3-6
T-90	28000	201, 220	5	5-7½

Optional rear axle ratios are available for all models.

F. W. D.

*Indicates six-wheel model. Special power take-off transmission, which provides 3 power take offs which may be operated in any transmission speed, optional on all models.

FORD

**Also available on 157-inch wheel base at $545.

GRAMM

*Models B, C, D and E are furnished in three wheel base lengths—others on request.

*Models GY and GYB also available in 190-inch wheel base.

*Models HY and HYB also available in 210-inch wheel base.
Tire sizes and electrical equipment optional, depending upon type of service —coach or van.

*Model O Series, Large engine, pneumatic tires, special wheel bases optional at extra cost.

*Model T Series, Large engine, pneumatic tires, special wheel bases and 8 speed transmission optional at extra cost.

MACK LINE

Other wheel bases furnished on all truck models.

On 6-wheel jobs 4 rear wheels driven by chains, foot brake on 4 rear wheels.

HYP.—Hypoid drive, single reduction.

††Made also in tractor models.

REO LINE

RD2, at $5,450 on 180-inch wheel base.

*Tonner in wheel base, 123, 138; 1½-ton in wheel base, 137, 156, 152; 2-ton in wheel base, 152, 168; 3-ton in wheel base, 168, 179, 184.

RUGBY

F—Chassis weight includes body.

STEWART LINE

Model 30 and 30X can also be supplied in 120 and 140-inch wheel base.

*Models 16A and 16XA can be supplied in 145-inch and 160-inch wheel base.

Model 28X can be supplied in 145, 160 and 176-inch wheel base.

Model 29X can be supplied in 160 and 176-inch wheel base.

*Model 26XW can be supplied in 148, 170 and 190-inch wheel base.

*Models 18X, 32X and 33X can be supplied in 148, 190 and 220-inch wheel base.

*Models 19X, 31X and 27X can be supplied in 148, 172, 190, 220 and 235-inch wheel base.

STUDEBAKER LINE

*Capacity Model GN-N is 4,000 lbs. for body, cab, driver and payload.

Maximum gross load, chassis, body and payload for Models 77 and 88 is 12,500 lbs. and for Model 99 is 14,000 lbs.

‡Hand brake same as foot brake, standard. Hand brake on drive shaft, special equipment.

New Dealers Appointed

PENNSYLVANIA

Marmon-Roosevelt—Marmon-Shockey Sales Company, Waynesboro.

Graham-Paige—City Motors Company, Beaver Falls; B. & B. Motor Company, Bethlehem; Tyrell Motor Company, Carbondale; Buchecker Motor Company, Easton; Easton Automotive Service, Easton; Schuyler Brothers, Lock Haven; H. B. Harpel, Mount Pleasant; Hamilton Sales and Service, Norristown; Cyrus B. Heckler, Perkasie; Frankford Motors, Philadelphia; George D. Laskey, Philadelphia; C. C. Bickel, Pottstown; Duncan's Service Station, Summithill.

Nash—H. R. Gulliver, Bloomsburg; Nash Meadville Sales Company, Meadville; Graham Motor Sales, Warren.

Reo—B. W. Husted, Mansfield; Palace Automotive Sales, Inc., Chester; Henry's Reo Sales, Monessen.

TENNESSEE

Graham-Paige — Fisher-Somerville Motor Company, Inc., Jackson.

TEXAS

Durant — Hill Motor Company, Dallas.

Graham-Paige — Landry Motor Sales Company, Inc., Yoakum.

Nash—O. K. Harkey, San Saba.

UTAH

Graham-Paige—Martin Peterson Auto Company, Gunnison.

VERMONT

Auburn—Olin F. Vance, St. Johnsbury.

Nash—Cross Brothers Company Garage, Northfield.

WASHINGTON

Reo—A. P. Magrini, Chehalis.

In the Bus Field

Hoboken, N. J., June 5.—Independent bus operators in this city are adding the new type sedan buses. Orders have been placed for five Studebaker, five Nash and three Reo. This will bring the total of coach sedan buses operating in this city to 22.

Joliet, Ill., June 5.—The Joliet, Plainfield and Aurora Transportation Company has filed petition for authority to establish a Kankakee-Manteno-Peotone-Joliet bus line, as extension of the present service on the Kankakee-Joliet line. The company is also asking permit to operate over the Joliet-Wilmington route.

Trenton, N. J., June 5.—Sustitution of buses for the present trolley service in Ocean City has been approved by the Board of Public Utility Commissioners. The change was asked by the Ocean City Electric Railroad, which declared that it has been losing money for a considerable period in the operation of trolleys.

CLASSIFIED ADVERTISEMENTS IN THE AUTOMOTIVE DAILY NEWS BRING RESULTS

Production--Engineering--Factory

J. H. Williams Offers New Multisocket Wrench

J. H. Williams & Company of Buffalo, N. Y., have set a new wrench style with their recent development of the Williams' "Multisocket" Wrench.

The "Multisocket" Wrench has eight different 12-point openings 7-16 inches to ⅞ inches, that grip hex nuts on six sides. The swivel heads, with index spring to retain working opening in posi-

tion for use, permit the handle to be operated at practically any angle desired.

The entire wrench is drop-forged from Chrome-Molybdenum steel, heat-treated and Chrome-plated over nickel. Fully guaranteed.

While the "Multisocket" does not handle all nuts and bolts on the various makes of cars, it covers the majority of them. Motorists who appreciate convenience find the "Multisocket" Wrench ideal as it can be kept in the side pocket of the car, ready for instant use.

NEW PLIER DEVICE SPEEDS WIRE WORK

By converting the ends of the handles or bows of a forge plier into a stripping device for stripping insulation from wire and by the addition of two cutting jaws, that handy tool is now to become three tools in one.

This improvement in plier design can be made on any plier and is covered by a patent pending to P. F. Reichhelm of the American Swiss File and Tool Company of Elizabeth, N. J.

The innovation is claimed to help electrical workers, as it not only allows the carrying of one less tool, but also simplifies and expedites several operations which formerly have required several tools.

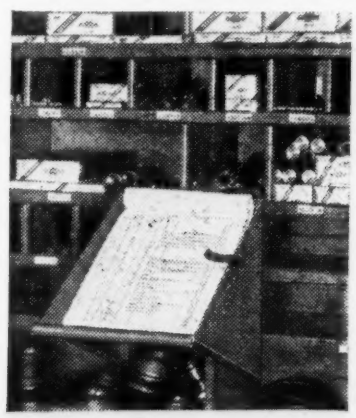
Jaws are added to the ends of the plier handles, which bite into the insulation, but cannot cut into the wire or wire strands. By twisting the plier once or twice about the wire, the insulation is readily severed, and may be stripped from the wire by merely pulling the closed stripped jaws in the direction of the wire end. Beveled cutting jaws at the side of the stripping jaws provide for wire cuttings as well.

David Lupton's Sons Add New Stockroom Order Pad Easel

David Lupton's Sons Company, Detroit and Philadelphia, manufacturers of automotive parts storage equipment, announce a new order pad easel for use in automobile dealers' parts departments.

This easel enables the parts man to write stock orders quickly, simplifies his job of taking inventory and helps him keep his records clean. It is a big time saver and costs little.

It is made of steel, and attractively finished in velvet green enamel. Hooks quickly on the front of any steel bin and will stand upright on table, desk or counter and is easy to move or handle. A clip holds monthly order pad in position and the roll edge at bottom prevents pad from falling off. Price $3.00, f. o. b., Philadelphia or Chicago.



SIMPLIFIED PRACTICE RECOMMENDATIONS ON HACKSAW BLADES PRINTED

The Division of Simplified Practice of the Bureau of Standards, Department of Commerce, announces that the revised Simplified Practice Recommendation No. 90—hacksaw blades—is now in printed form.

An examination of the booklet, copies of which may be obtained from the Superintendent of Documents, Goverment Printing Office, Washington, D. C., for 10 cents each, discloses that while no changes were made in Table 1—tungsten and carbon blades (all hard and flexible), as originally adopted Table 2—tungsten and carbon blades, covering power hacksaw blades (all hard) was modified by the elimination of four sizes and the addition of five sizes.

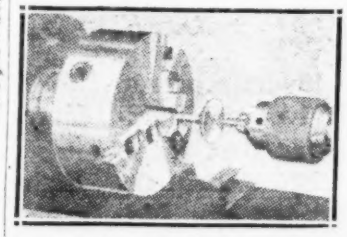
The successful operation of the tungsten and carbon blade program in the past prompted the standing committee at the revision meeting to enlarge the scope of the recommendation so as to include two tables for sizes for high speed blades.

Centering Valve Heads Aids in Refacing Operation

By L. A. HIESTAIRD
South Bend Lathe Works
South Bend, Ind.

The practical way to reface a valve is to mount it so that the valve head is supported by the tailstock center of a lathe, as this is the quickest and most accurate way to handle the job. At the same time the finished valve will seat perfectly in the automobile engine.

Frequently valve heads are not centered at the factory, and when this is true, the mechanic should center the valve head, using the lathe to obtain accuracy and precision. To center the valve head,



Centering a Valve Head Held In a Chuck

grip the valve stem in a universal geared scroll chuck mounted in the spindle nose of the lathe, or the valve may be held in a hollow spindle three-jaw drill chuck, as shown in the illustration. Another drill chuck, holding a countersinking drill, is placed in the tailstock of the lathe. Be sure that the valve head is running true before starting to drill. Start the lathe and feed the countersinking drill to the valve head to the proper depth by using the hand feed wheel of the tailstock.

After centering the valve head, replace the tailstock center in the lathe, adjust it properly and after setting the compound rest at the correct angle reface the valve.

Centering a valve head requires only a minute or two, and it adds much to the accuracy and precision of a valve refacing job.

Meet the Chief Engineers

TO acquaint its readers with the important, but unsung, members of the automotive fraternity—the engineers who design and build the nation's cars—Automotive Daily News is publishing a series of brief biographies of the chief engineers of companies producing automobiles, automotive equipment, parts and accessories. These biographies will cover the training and experience of leading engineers and their outstanding contributions to the progress of our industry.

R. G. STEWART, vice president of Stewart Motor Corporation at Buffalo, N. Y., is in direct charge of engineering. Mr. Stewart was born in Memphis, Mich., on March 22, 1883. At the age of 15 his family moved to Ann Arbor, Mich. It was here he received his early education. He graduated from the University of Michigan as a mechanical engineer in 1907.

He was first employed in the motor department and the experimental department of the Olds Motor works and later went to the laboratory maintained by Olds at the University of Michigan, doing engineering and experimental laboratory work for some time. From there he went to the Franklin Automobile Company at Syracuse, N. Y., and had direct charge of the service departments in all the Franklin branches.

It was while at the Franklin that he met T. R. Lippard, who had charge of sales. Both Mr. Stewart and Mr. Lippard realized, at this time, the future of the motor truck industry, and in 1912 organized the Stewart Motor Corporation, with T. R. Lippard as president, R. G. Stewart, vice-president, and R. P. Lentz as secretary-treasurer.

For eighteen years the above officials have been the officers and directors of the Stewart Motor Corporation.

R. G. STEWART

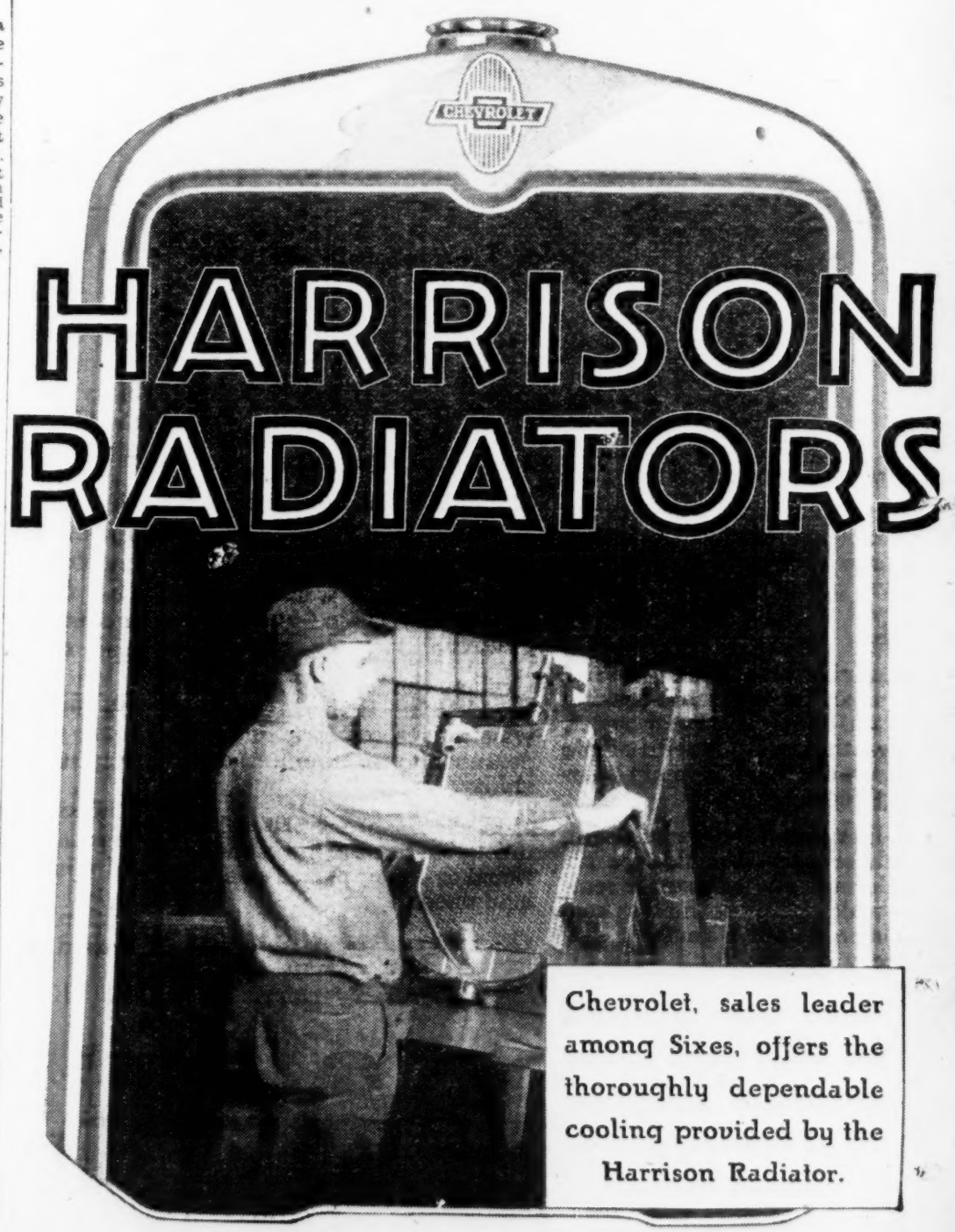
APPROVE SIMPLIFICATION OF GRINDING WHEEL SPECIFICATIONS

A general conference of representatives of manufacturers, and users of Aluminum Oxide and Silicon Carbide Abrasives for Polishing Uses and for Grinding Wheel manufacture, recently held under the auspices of the Division of Simplified Practice of the Bureau of Standards, Department of Commerce, at Washington, D. C., unanimously approved a simplified practice recommendation for these products. The simplification program is based on a table of allowable limits for the sizing of these abrasives as proposed by the producers of electric furnace abrasives.

The appointment of a standing committee of the industry, composed of three representatives each of the manufacturers and the users, was authorized by the conference.

The recommendation, subject to the recorded approval of the industry, will be effective September 1, 1930.

In addition to the appointment of a standing committee, those in attendance were of the opinion that a technical committee should be formed for the purpose of conducting research on screens used in grading abrasive grains. At the suggestion of those present, two abrasive manufacturers, two screen manufacturers and two consumers will be invited to serve on this committee.


CHEVROLET
HARRISON
RADIATORS
Chevrolet, sales leader among Sixes, offers the thoroughly dependable cooling provided by the Harrison Radiator.

QUALITY · IS · THE · BEST · POLICY

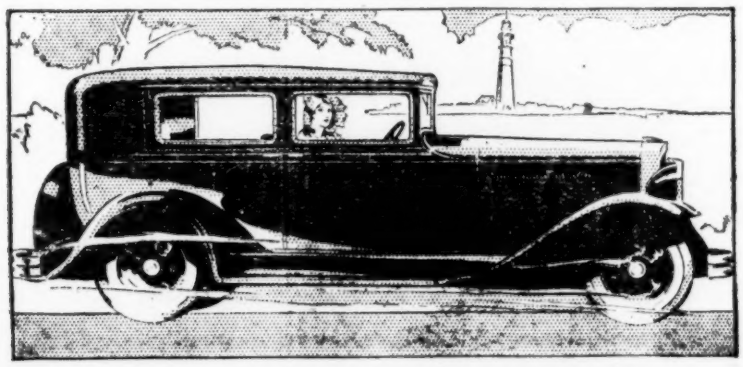
Always Far in Advance

The Newest Improvements NOW— *without midseason model changes*

Buy with confidence the year's greatest values

The Graham policy is to keep Graham cars always far in advance, both in value-features and performance, without midseason model changes which obsolete the fine Graham cars giving splendid satisfaction to thousands of owners. Therefore, we assure you that you can buy a Graham car *now* with full confidence, and that it will be worth money to you to do so.

To acquaint yourself with the points of value listed below we invite you to check and compare any Graham model against the entire market, and to prove to your entire satisfaction that nothing now on the market, or likely to come this year, will surpass Graham cars in the newest of improvements.



$845 *Advanced Value-Features*
Graham Standard Six Town Sedan

Four wide doors — utmost ease of entrance and exit.

115-inch wheelbase — which gives spacious comfort, and the gracefully proportioned appearance of full size.

6-cylinder — 66-horsepower motor with 207 cubic inches piston displacement which gives power and performance found nowhere else at the price.

7-bearing crankshaft — 81.4 square inches main-bearing area—which gives sweet, smooth operation, with ample insurance against main-bearing replacement.

Adjustable foot pedals with rubber pads, treadle-type accelerator and adjustable seats —which give the utmost convenience and comfort for every driver.

Hydraulic four-wheel brakes —internal expanding, with big 12-inch drums—which give the most satisfactory and dependable braking and perfect security. Separate emergency braking system.

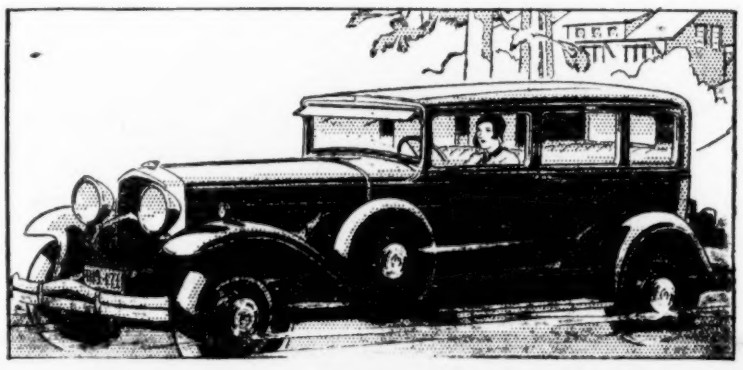
Cam and lever steering which gives the greatest ease and surety in handling.

Generator and water pump driven by chain—quiet and positive.

Graham-built body—with broadcloth upholstery—which gives comfort, fine appearance, protection and durability.

And shatter-proof plate glass throughout at the lowest additional cost ever placed on such equipment.

Other Standard Six Models, $895 and up.
Prices at factory.



$1595 *Advanced Value-Features*
Graham Special Eight Sedan

8-cylinder, 100-horsepower motor which gives the flexibility and power that make the Graham Eight so brilliant a performer.

Graham time-proved four-speed transmission which enables this Graham to give the finest performance in motoring with an ease impossible to other cars.

70, 75, 80 miles an hour with more comfort and ease than you have ever experienced.

Rubber-cushioned spring and shackle-bolts which eliminate all minor road shocks.

Lightning-fast get-away in second gear.

Rapid acceleration in silent third gear to 65 miles per hour.

Eighty miles per hour with amazing ease in fourth gear.

Sixty miles per hour in 19 seconds from standing start.

From 60 to 70 miles an hour in 10 additional seconds.

From 60 miles per hour to a smooth, sure stop in less than 5 seconds.

And complete equipment of shatter-proof plate glass, at the lowest additional cost ever placed on such equipment.

Standard Eight Sedan or Coupe, $1445.
Prices at factory.

GRAHAM

GRAHAM-PAIGE MOTORS CORPORATION
DETROIT, MICHIGAN